AMERICAN NURSERYMAN

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MAY 22 1961

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 15, 1961

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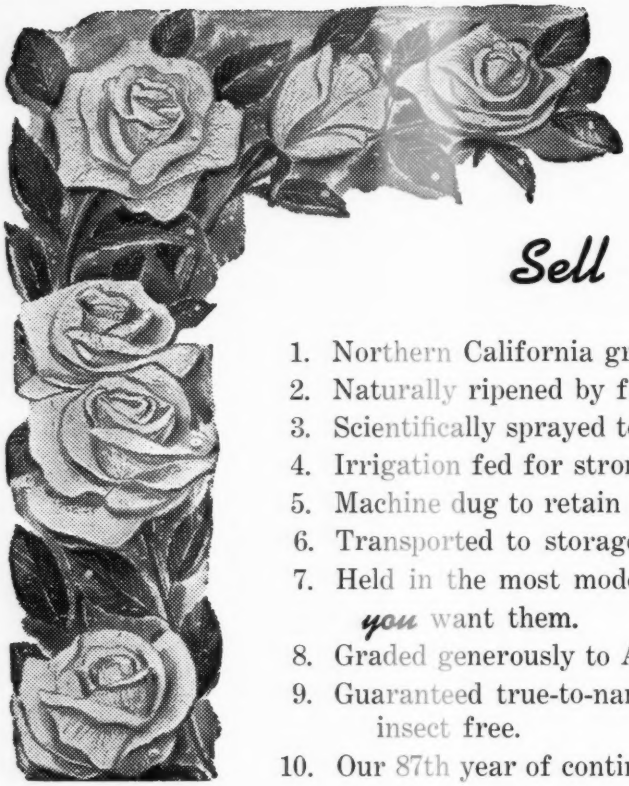

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The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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Forms for the March 15 issue will close Friday, February 24

Forms for the April 1 issue will close Friday, March 10. Mail copy to arrive at Chicago by these dates — no later.

Bob Lindquist examining this year's crop of Rosebushes—photo taken June, 1960.

OUR FINEST ROSES IN 51 YEARS CAN MEAN GREATEST PROFITS FOR YOU IN 1961

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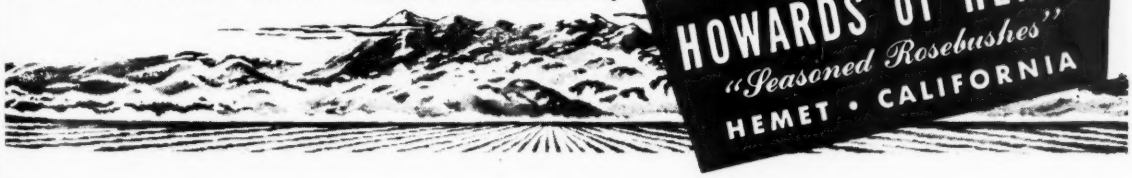

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Editorial

THE YEAR'S OPENING

In view of the shadows and gloom which seemed to overhang the nursery industry the past autumn because of the influence of inclement weather earlier in the year and of the signs of recession in other industries, the note of optimism apparent to one attending some of the more prominent association meetings in the year's opening month was reassuring, if not remarkable.

There seemed good basis for the optimism, because salesmen reported bookings fully as large as those of a year ago, when a distinct note of optimism prevailed in forecasts for 1960 by economists and industry leaders in most lines. The home offices of these nursery representatives were encouraged, also, by better collections than had been anticipated in late autumn, a sign of sound financing and even of confidence.

Those in the trade were supported in their outlook by a more comfortable feeling on the part of business in other lines, in spite of the current high record of unemployment, which seems due mostly to shutdowns in overstocked industries. Whether the comfortable feeling is justified or not, in view of the important problems facing the nation at home and abroad, it may arise from the calm that has succeeded a hectic presidential campaign, with the realization on the part of Republicans that the slight margin of victory gives no clear presidential mandate for sweeping changes and a conservative Congress may temper drastic movements, while the Democrats, on their part, may feel satisfaction that the new incumbent of the White House will bring forth the solutions to the country's ills.

At any rate, the cautious feeling of optimism noted in other industries is reinforced in nurserymen's minds by the knowledge that there are many millions of new homes to be landscaped, aside from those yet to be built, and the nation's total consumer income, which has maintained a high rate of retail sales in spite of heavy unemployment, continues at a record mark, while gardening as a hobby has never had so many participants.

The Mirror of the Trade

PRODUCING MORE FRUIT

While the larger yield per acre of grain crops receives much public attention on account of the farm surplus problem, equally striking changes have taken place in fruit production. In 1930 in the state of New York there were about 8,000,000 bearing apple trees, which produced average annual crops of 11,000,000 to 24,000,000 bushels. By comparison, in recent years 2,500,000 trees have produced 17,000,000 to 22,000,000 bushels a year. In apple production New York state holds its position as second in the country, as well as for grapes and tart cherries, while ranking fifth for sweet cherries and pears.

Mainly responsible for the big increase in fruit produced per tree are the better locations of orchards and better soils, spray-thinning to eliminate small sizes and, most of all, more thorough pest-control spraying, by use of new chemicals and improved machinery.

While nurserymen may sell fewer fruit trees than formerly, interest is keener in better varieties for disease-resistance, higher quality and improved marketability.

USE OF MAILING LISTS

During the off-season the mailing list should be overhauled, especially in the retail nursery or garden store. While homeowners probably do not change residence so often as the population average, 20 per cent per year, the changes in any locality are numerous enough to be important now that postage rates have climbed so high.

In many places a mailing list of charge customers is maintained. But one wonders if a mailing list of cash customers would not equally be worthwhile where it can be obtained without too much effort. Obviously it is difficult to do in the self-service type of store, but if it is not practical to acquire names otherwise, a pad of ruled paper and pen can be put in a handy place below a sign such as "If you want to be placed on our mailing list for special offers, please sign your name here."

Whether more expensive mailing pieces are sent out depends upon the class of customers, but occasional post card reminders, especially during the off-season, invariably pay off, particularly if some special offer is mentioned to bring in the buyers. Once they are attracted to your place of business, you have almost a sure probability of making a sale.

HOME BUYING STATISTICS

In soliciting and formulating contracts for plantings about new homes, landscape nurserymen can better estimate how much the owner can afford to spend if the price of the house and the size of the mortgage on it are known.

These will indicate whether the new owner will be lightly or heavily burdened with debt, and if the size of his income is known, the prospect is still clearer. While experienced nurserymen familiar with their own localities can make shrewd guesses, their salesmen sometimes have difficulty in doing so.

So some figures revealed by the Cornell University home buying study, now completed for the third year, throw light on the general subject, though the information came from 11 cities located in upstate New York.

The latest report indicates that the purchase price of both new and existing houses has considerably increased since 1957. The median price of new houses purchased with conventional mortgages was $18,900 in 1959, compared with $16,300 in 1957. The average price for those purchased with VA-guaranteed mortgages increased from $14,650 to $15,590. Prices for existing houses advanced similarly in the period.

While prices were going up, the proportion of down payment became smaller for both VA-guaranteed and FHA-insured loans. In 1957 a 20 per cent down payment was typical, but by 1959 down payments were only 10 to 13 per cent. Hence the mortgages in these cases were higher. For conventional loans, down payments remained about stable, one-third of the purchase price.

The term of loan increased during this 3-year period by nearly five years on the average, from 25 to 30 years on new houses bought under FHA-insured and VA-guaranteed loans, and from 20 to 25 years for loans on

[Continued on page 26]

Ohio Short Course

Nurserymen's Day on Management

By Louis M. Lenz

The 32nd annual Ohio short course for arborists, landscape gardeners, garden center operators and nurserymen, held at the Neil House, Columbus, January 17 to 20, was attended by over 500 persons from 14 states. This attendance was considerably in excess of that of any previous Ohio short course.

The short course was sponsored by the department of horticulture and forestry of Ohio State University, the Ohio Nurserymen's Association and the Ohio chapter of the National Shade Tree Conference.

Nurserymen's day, January 20, was moderated by William Burton, Burton's Hill Top Nurseries, Casstown, president of the Ohio Nurserymen's Association.

New and retiring officers of the Ohio Nurserymen's Association shown after the election held during nurserymen's day at the recent Ohio short course at Columbus: Left to right, Dr. K. W. Reisch, secretary-treasurer; George F. Gens, retiring secretary-treasurer; William Burton, retiring president; David Dugan, president, and H. C. Horton, vice-president.

Elected to office at the noon business meeting of the O. N. A. were David Dugan, Dugan Nurseries, Perry, president, and H. C. Horton, Horton Nurseries, Madison, vice-president. Ted Carosello, Carosello's Nursery, Mentor, and William Scarff, Scarff's Nurseries, New Carlisle, were the new members elected to the executive committee.

The day terminated with a luncheon and meeting of chapter 1 (Ohio), American Association of Nurserymen.

The first speaker of nurserymen's day was Elmer J. Merz, executive secretary, California Association of Nurserymen, Sacramento, Calif., who discussed the "Operation of a State Nurserymen's Association and Some of Its Problems."

Defining a trade association as a group of persons in the same industry or profession who gather together to solve mutual problems, Mr. Merz asserted that nurserymen, working through the various committees of a trade association, can find the solutions to many of the increased problems that have come with the industry's increased growth.

Where Co-Operation Is Needed

He singled out several areas of activity in which association effort is now most vital: Keeping abreast of new production methods and studying markets in order to guide production programs; working closely with universities and federal officials to co-ordinate research needed by the industry; finding better ways of merchandising nursery production, and presenting the nurseryman's viewpoint to legislative bodies and protecting the industry from legislation that would be harmful. Mr. Merz noted in closing that an association's effectiveness in these fields depends on the individual member's willingness to give his help and support.

Financing and Management

The next speaker on the program was Dr. Eric Lawson, chairman, department of finance, Syracuse University, Syracuse, N. Y., who gave his views on the "Financing and Management of the Nursery Business."

Dr. Lawson began by stating that the purpose of management is to establish the objectives of the firm and to achieve them. Managers are

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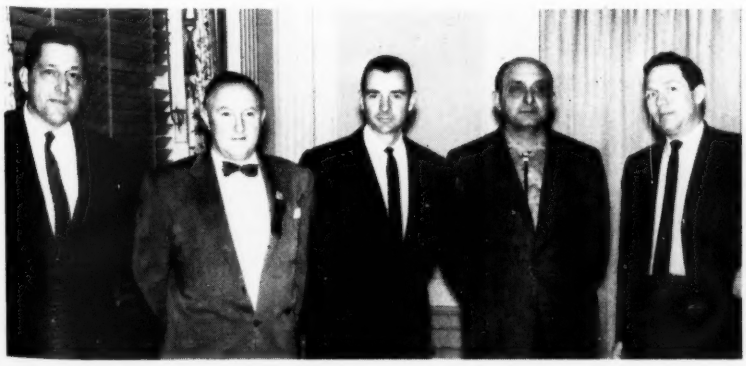

Executive committee members of the Ohio Nurserymen's Association: Left to right, John Marzili, Lake Cable Nursery, Canton; Joseph Kern, Kern Rose Nursery, Mentor; William Scarff, Scarff's Nursery, Inc., New Carlisle; Ted Carosello, Carosello Nurseries, Mentor, and Fred Fisher, Burwell Nurseries Co., Columbus.

Eric W. Lawson (left), Syracuse University, Syracuse, N. Y., and Robert Bauge, Judson Wholesale Nursery, Bristol, Ind., nurserymen's day speakers.

Participants in the arborists' day program presented at the Ohio short course were: Left to right, George Bart and Ralph Neiswander, both of the Ohio agricultural experiment station, Wooster; Dr. L. C. Chadwick, Ohio State University, Columbus; Dr. J. C. Carter, Illinois Natural History Survey, Urbana; David Donley, United States forestry service, Delaware, O., and Roger U. Swingle, shade tree and ornamental plants laboratory, Delaware, O.

Ohio Short Course

Arborists' Day on Tree Diseases

Record Attendance also Hears Talks on Management and Water Relations

By Barry Benjamin

Over 275 persons registered for the first day of the 32nd annual Ohio short course for arborists, landscape gardeners, nurserymen and garden center operators held at the Neil House, Columbus, O., Tuesday, January 17. This was a record attendance for the opening day meetings, which were sponsored by the department of horticulture and forestry, Ohio State University, Columbus, and the Ohio chapter of the National Shade Tree Conference.

After the morning session, the Ohio chapter of the National Shade Tree Conference held its luncheon and business meeting. At this time, the following officers were elected for the coming year: President, Joseph O. Edgerly, Ohio Tree Surgery Co., Columbus; vice - president, John Michalko, division of shade trees, Cleveland, and secretary-treasurer, Dr. L. C. Chadwick, department of horticulture and forestry, Ohio State University.

The following members were named to the board of governors: Joseph O. Edgerly; John Michalko; T. W. Parke, Parke-Speed Tree Service, Columbus; James Dacey, city arborist, Garfield Heights, and W. P. Lanphear III, Forest City Tree Protection Co., South Euclid. Alternates elected were Howard Warwick, landscape contractor, Columbus; Harold Metzger, Terrace Garden Co., Youngstown; George Kase, park forester, Cincinnati; Mrs. Arnold Reeder, Reeder Tree Service, Cincinnati, and F. M. Brown, Canton.

An election held by the Ohio chapter, National Shade Tree Conference, during arborists' day at the Ohio short course gave the chapter these officers for 1961: Left to right, Dr. L. C. Chadwick, secretary-treasurer; John Michalko, vice-president; Joseph Edgerley, president, and S. Clyde Gordon, outgoing president.

During the meeting, Dr. J. C. Carter, president of the National Shade Tree Conference, gave a short report concerning the plans for the national conference to be held at Minneapolis, Minn., in August. The chapter also donated $100 to the Ohio Horticultural Council to help pay for the cost of the publication, "Opportunities in Horticulture." It was announced that the 1961 summer meeting will be held at the Muskingum Conservatory, New Philadelphia, O., and the 1962 summer meeting at the federal plant laboratories, Delaware, O.

Business Management

The morning session began with a short welcoming address by Dr. L. C. Chadwick. The first speaker, Freeman L. Parr, president of the National Arborist Association, and of Parr & Hanson, Inc., Hicksville, N. Y., spoke on "Modern Business Management for the Arborist." According to Mr. Parr, a good manager is one who is willing to listen intently to the views and ideas of his em-

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Ohio Short Course

Air Problems at Garden Center Day

Industry's Future, Maintaining Plants and Public Relations Discussed

By Roland M. Girouard

The third day of the 1961 Ohio short course held January 17 to 20 at the Neil House, Columbus, O., was devoted to problems concerning garden center operators. Marvin C. Carbonneau, department of horticulture and forestry, Ohio State University, was the moderator.

Dr. Kenneth W. Reisch, O. S. U., opened the morning program by reading a paper, "The Garden Center—Its Place in the Current Business Picture," written by Richard Wyman, Jr., Wyman's Garden Centers, Inc., Framingham, Mass., who was unable to attend the short course because of a recent injury.

Mr. Wyman briefly traced the history of the industry during the past 35 years and then cited two factors as responsible for the present status of the industry. One was the seasonal nature of the business and the other was the difficulty encountered by garden centers in competing with other retail outlets.

Taking part in the program for garden center operators presented on the third day of the Ohio short course at Columbus were (left to right) Dr. K. W. Reisch, Dr. L. C. Chadwick and Dr. M. C. Carbonneau, all of Ohio State University, Columbus, and Harold Porter, division of plant industry, Reynoldsburg, O.

Two Alternatives

He concluded that the present garden center operator has but two choices. He can change the nature of his business completely by eliminating competitive lines, cutting down on overhead and continuing with a seasonal type of operation, as most small nurserymen do today.

His other alternative is to continue his present type of business but expand his lines of merchandise to new allied items and probably into fields completely divorced from the nursery and garden center industry. This way, the operator will build year-round traffic which will eliminate the seasonal aspects of his business.

Commenting on Mr. Wyman's paper, G. Walter Burwell, Burwell Nurseries Co., Columbus, did not find the garden center picture so black as that described by Mr. Wyman, and believed that many members present in the audience would disagree with the latter's predictions for the industry's future.

Fred Fisher, (left), Burwell Nurseries Co., Columbus; Mrs. H. Lloyd Smith (center), Columbus, and Lewis Bookwalter, Berryhill Nursery Co., Springfield, represented the retailer, the customer and the wholesaler, respectively, in a public relations forum held during the Ohio garden center operators' day.

Leading the discussion on selling, Mr. Burwell suggested that the operators carefully examine the methods used by supermarkets and other retail outlets in displaying their merchandise.

According to Mr. Burwell, methods already in use by some operators and possibly new ones must be employed more widely to increase the traffic in garden stores. Some of the practices discussed were the placing of necessary items in the back of the store and of timely items in the front where they can be seen; the use of leaders, items at reduced prices, and participation in flower shows and garden club meetings.

Additional ways of attracting customers and increasing sales mentioned by members involved the use of self-service, reduced prices on items requiring little handling and bonuses for clerks selling items which are usually difficult to sell. All members agreed that garden centers will continue to operate, and that service, better than that available in shopping centers, will have to be provided.

Joe L. Strickfaden, Jr., Strickfaden Nursery, Sandusky, O., led his group in discussing inventory and turnover of stock. It was brought out that one should stage promotions to build up a desire in the public for slow-moving items and should shift

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H. O. Armbruster (left), the Natorp Landscape Organization, Inc., Cincinnati, O., and Robert S. Reich (right), Louisiana State University, Baton Rouge, were among the featured speakers during landscape gardeners' day at the Ohio short course. Moderator for the day was Dr. K. W. Reisch (center), Ohio State University, Columbus.

Ohio Short Course

Industry and Home Planting Discussed at Landscape Day

By Edmond O. Moulin

The second day of the 32nd Ohio short course, January 18, was designated landscape gardeners' day. All sessions were held in the Neil House, Columbus. The general topic of the morning session was "Industrial and Large Area Landscaping," as disclosed by the executive, the landscape architect and the landscape contractor. The moderator for the day, Dr. Kenneth Reisch, department of horticulture and forestry, Ohio State University, began the program by introducing the executive, W. E. Fisher, central distribution manager for the Western Electric Co., Cleveland.

Executive's Viewpoint

Mr. Fisher first told his audience of the business of the Western Electric Co., explaining that this firm makes equipment for the Bell Telephone Co. The company is interested in landscaping to create a favorable image in the public eye: good public relations is good business.

Mr. Fisher observed that in former times the drab industrial factory was not welcome in a community except as a means of tax revenue. In more recent years, however, the more progressive communities have sought the modern business establishments. Mr. Fisher said there is positive acceptance of the well-designed parklike industrial grounds. This transition has promoted good feeling and resulted in an improved atmosphere in which to conduct business. The good-looking industrial neighbors attract more of their kind; as a result, real-state values increase.

Mr. Fisher said another important reason for landscaping is to provide good company - employee relations. He indicated that the employee shows greater interest; he can show his family with pride where he works.

The results of the Western Electric Co.'s endeavors to create better public relations through landscaping will be appreciated for many years. In 1960 the branch unit of the Western Electric Co. at Columbus, was cited as one of the top industrial units of 500 entries in the United States.

Landscape Architect's View

Richard Weaver, the second speaker on the morning program, is a landscape architect for the Cleveland Electric Co. and spoke on "The Design for Industrial and Large Area Landscaping." He defined landscape design as making plans or sketches, using landscape materials and taking into consideration proportion, mass, texture, color and unity. In designing properties Mr. Weaver suggested the following procedure: (1) Consult with the owner or client, (2) examine the property, (3) prepare sketches or plans for approval, (4) prepare final plans and (5) follow the actual planting.

Mr. Weaver, commenting further on these steps, suggested that when the architect consults the client he find out what the client wants. Mr. Weaver recommended that the conference take place before any buildings are located on the property, in order that the final result will present a co-ordinated picture. Every landscape job should reflect the owner's desires.

After the landscape architect has presented his suggestions to his client he should obtain a plot plan, showing elevations of at least the main points on the property. Then the landscape architect should determine if there are areas which should be screened or require special attention. Mr. Weaver stressed that the designer take advantage of the natural characteristics of the property.

Plan Making

The landscape architect is then ready to prepare plans. If he has the opportunity to advise on locating the building, he should suggest that it be placed back on the property, to allow the planting of shrubs, trees, vines and lawn to soften and beautify this area seen by the passerby. After the building is located, it is time to work out general areas before designing details. A preliminary design, Mr. Weaver has found, can best be worked out by using a heavy black pencil to shade in areas for shrubs, trees and other features on the plan. Mr. Weaver urged that while making the preliminary studies the designer think of the materials in terms of three dimensions. Several ideas should be developed, in order to pick the one which fulfills the requirements.

At this point a plan can be prepared to present to the owner for approval. Mr. Weaver suggested a colored plan and/or an elevation or entourage be prepared to show the client what the architect has in mind. After the plans have been approved, the details can be considered, such as types of plants to be used to complement the architecture.

Mr. Weaver said to plan the use of different heights of plants, but to take advantage of the natural character of plants, instead of trimming them to a determined height. He urged landscape architects not to fall

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Panels Are Highlight At Michigan Convention

Cover Public Relations, Credit and Management

By Donald VanderVeen

Re-elected to serve the Michigan Association of Nurserymen for another year were (left to right) John Zelenka, president; Al Goldner, first vice-president; Harley Wedel, second vice-president; Robert Scovie, secretary-treasurer, with Kenneth Runciman, Herbert Taylor and Harold Hicks, directors.

The 39th annual meeting of the Michigan Association of Nurserymen was held at the Pantlind hotel, Grand Rapids, Mich., January 24 to 26. The program was planned under the direction of President John Zelenka, John G. Zelenka Evergreen Nurseries, Grand Haven, and Harley Wedel, Wedel's Garden Center, Kalamazoo, who acted as general chairman.

Over 275 nurserymen, landscape contractors, garden center operators and others in related fields from Michigan and surrounding states enjoyed the lively program of topics ranging from public relations and banking to insect and disease control on the St. Lawrence river.

Members showed their recognition of the outstanding progress of the M. A. N. during the past year by re-electing John Zelenka to the presidency for 1961. Other officers returned to office included Al Goldner, Goldner-Walsh, Southfield, first vice-president, and Harley D. Wedel, second vice-president. Kenneth Runciman, Ann Arbor, was elected to a 2-year term as director at large.

Paul Armintrout, Armintrout's Evergreen Nursery, Allegan; John Stark, the Stark Nursery, Midland, and Robert D. Miller, R. D. Miller Nursery, Lansing, were elected delegates to represent the A. A. N. chapter at the 1961 national convention. Alternates appointed included Ken Twiss, Twiss Landscape Center, East Lansing; Glen Davis, R. M. Kellogg Co., Three Rivers, and Harold Hunziker, M. J. Hunziker & Sons, Niles.

A Hawaiian luau in the Pantlind's Aloha room was the opening social event, held the first evening of the convention.

President Zelenka welcomed the delegates Wednesday morning. The growth of the Michigan Association of Nurserymen is a good indication that the industry is growing in importance in the state and the nation, he stated. He advised those in attendance to visit the trade show, which attracted the largest number

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An achievement award was presented at the annual convention of the Michigan Association of Nurserymen to Dr. Stanley Johnson (right), of Michigan State University, for his work in developing outstanding fruit varieties. Clifford Emlong, Emlong Nurseries, Inc., Stevensville, made the presentation.

Receiving an award at the M. A. N. convention held at Grand Rapids was Mayor Gilmore of Kalamazoo, shown at left, for that city's leadership and outstanding work in the development of the downtown mall. Arthur Watson, Watson Nurseries, Grand Rapids, is shown making the presentation.

Plant Panel, Nematodes, Topics at New Jersey Day

By Roy DeBoer

After a 2-week recess, the New Jersey Association of Nurserymen reconvened its winter meeting at the Hotel Stacey-Trent, Trenton, N. J., Thursday, January 26. In contrast to the fine weather experienced during the first part of the meeting at Atlantic City, the skies were threatening, with snow predictions and subsequent snow in the late afternoon. Nevertheless, about 100 persons attended the day's session.

The first part of the program was devoted to a report from the division of plant industry of the New Jersey state department of agriculture. Frank A. Soraci, division director, led off with some opening remarks, then shifted to a discussion of the serious nematode problem and the control approaches of various state groups as far as quarantines are concerned.

He stated that the current lack of uniformity in these state regulations is at least partially due to incomplete information on the nematode problem. He then introduced Dr. Jenkins, research specialist in nematology at Rutgers, the State University, New Brunswick, N. J.

Shows Nematode Film

Dr. Jenkins then showed a portion of a research film on the movement of nematodes through root tissue. The nematode kills and breaks down the cells as it makes its way through the root until enough tissue is dead to allow completely free movement of the organism through the chambered root.

This damage results in loss of translocation and decrease of nutrient uptake, which will show up during the first periods of stress, such as drought. Dr. Jenkins then answered a few questions pertaining to the activity and movement of the nematodes and introduced Dr. Libby, associate extension specialist in entomology.

Dr. Libby described a proposal for demonstration plots of nematode treatments to be set out in nurseries located in various parts of the state, the plots to include a considerable range of ornamentals.

He pointed out that a single preplanting treatment for nematodes can often do more harm than good, in that it may result in unusually high build-ups of the nematode population within the first or second year after planting.

The proposed treatments for the demonstration blocks are preplant, side-dress, preplant plus side-dress and check. The proposed demonstration plots would be set up by the Rutgers department of entomology with the co-operation of the New Jersey Association of Nurserymen, the North Jersey Metropolitan Nurserymen's Association, the New Jersey department of agriculture and the Shell Chemical Co.

Gypsy Moth on Way Out

William M. Boyd, chief of the bureau of entomology of the New Jersey department of agriculture, gave a report of his department's activities. He reported that the gypsy moth is under control and near complete eradication. It was also noted that game counts indicate no reduction of wildlife due to the control treatment for gypsy moth.

The European chafer appeared in New Jersey in 1960, and a program is being planned to prevent a spread of the infestation. There have been no reports of this insect in any of the state's nurseries.

The program was then turned over to William Metterhouse, state supervisor of nursery inspection. He reported that the nursery industry is growing at a rapid pace, with over 60 new nurseries registered in 1960. The greatest increase in acreage was in the area of narrow-leaved evergreens, with shade trees and broad-leaved evergreens close behind. There was a decrease in acreage devoted to flowering trees and shrubs.

Walter M. Bowley

President Hans Hess, Hess' Nurseries, Wayne, who presided at this meeting, then introduced Oliver A. Deakin, parkway and landscape engineer, New Jersey state highway department, who spoke and showed slides on "Roadside Landscape Design in Relation to the Interstate Highway System."

Await Policy Vote

Mr. Deakin announced that a uniform policy on landscape development for the national system of interstate and defense highways proposed by the American Association of State Highway Officials has been mailed to all members with a ballot requesting a vote of approval or disapproval.

The outcome should be known shortly, and, if the vote is favorable, the policy should be printed and made available to all state highway departments and to personnel interested in landscape roadside design and construction. Landscape items covered by the policy include selective thinning and tree protection during construction and plantings on roadside borders, in medians and

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CANADIAN GROUP ELECTS 1961 OFFICERS

The Quebec Landscape Gardeners and Nurserymen's Association, announces the election of Walter M. Bowley as president for 1961-62. Mr. Bowley is Quebec manager of the H. C. Downham Nursery Co., Ltd., Abbotsford.

Other officers elected, all of Montreal, were Herman Loeven, Sheridan Nurseries, first vice-president; John Vincelli, J. Vincelli, Ltd., second vice-president; J. P. Gariepy, Montreal Botanical Gardens, secretary-treasurer, and Doug Pewtress, Hydro-Quebec, assistant secretary.

Directors for the coming year are Montreal members Nick Colantonio, Nick Colantonio Landscape; Claude Daccord, E. Daccord, Ltd.; Kurt Scheunert, Town & Country Landscape; Gustave Roure, Gustave Roure, Ltd., and G. N. Kroll, Canada Shade Tree, and J. P. Comtois, J. P. Comtois, Ltd., Beloeil, Quebec.

J. P. Gariepy, Sec'y.

New officials of the Oregon Association of Nurserymen shown at the O. A. N. convention at Portland: Left to right, Lawrence Effinger, director; Pat Dering, vice-president; Robert von Zonneveld, director; Erwin Fowler, president; Reed Vollstedt, retiring president; F. M. Belknap, executive secretary; Paul Van Allen, treasurer, and Wallace Doerfler, director.

$elebration, Oregon Convention Theme

By Charles H. Potter

Around 200 persons attended the annual Oregon Association of Nurserymen's convention at the Multnomah hotel, Portland, Ore., January 25 and 26. The program was packed with good speakers, interesting features, a trade fair and plenty of fine fellowship. In addition to the regular membership, there were nurserymen in attendance from Washington; California, and British Columbia, Canada.

Registration began at 8 a.m. on the first day, and a large group attended the opening session. The Empire room reflected the spirit of the "$elebration" theme, for clusters of dollar signs hung from various parts of the ceiling. President Reed Vollstedt and general convention chairman Erwin Fowler engineered a busy convention from start to finish.

Officers Elected

Erwin Fowler, Milton Nursery, Milton-Freewater, was unanimously elected president for the ensuing year. Also elected by unanimous ballot were Pat Dering, Peterson & Dering, Scappoose, the 1961 vice-president, and Paul Van Allen, Portland Wholesale Nursery Co., Portland, who continues as treasurer.

Twenty exhibitors displayed their wares in the trade fair and all reported good attention to their booths. Encouraging attendance at each booth was a prize drawing, which required 17 signatures for winners to be eligible. In charge of the trade fair were Norman June, Junay's Garden Center, Portland, and Wayne Arnold, Arnold's Clematis Nursery, Milwaukie.

The annual chapter presidents' and secretaries' breakfast, which is also attended by state officers, again supplied good fellowship and a chance for chapter officers to air their problems to state officers and to ask advice.

Ladies received special attention this year through the courtesy of the A&A Clay Products Co., Portland, which provided a suite of rooms where the ladies could relax during the convention.

The evening of January 24, the board of directors met. Salem was chosen as the site of the 1962 convention, with the Marion hotel as headquarters. The group will return to Portland in 1963. A. A. N. Vice-President L. H. McGuire met with the group and discussed the possibility of holding the A. A. N. convention at Portland in 1963.

Business Session

The opening business session, led by President Reed Vollstedt, Reed's Garden Center, Eugene, was well attended. Francis J. Invancie, the mayor's executive assistant, welcomed the group and expressed appreciation for the co-operation of nurserymen in all the city's beautification projects.

President Vollstedt thanked Mr.

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Dollar signs hang above the heads of members of the "Pats and Pans" grading symposium presented at the Oregon convention: Left to right, Verl Holden, chairman; Dan Schmidt; Charles Drew, and Lawrence Effinger.

Participants in the Delaware Nurserymen's Association short course: Left to right: Ron Smith, Beaver Valley Nurseries, Wilmington; Dr. John F. Ahrens, Connecticut agricultural experiment station, New Haven, and Dr. Lewis P. Kelsey and Dr. Charles W. Dunham, University of Delaware, Newark.

Delaware Short Course

By Charles W. Dunham

Cold and snow failed to prevent a good attendance of Delaware nurserymen at the annual short course held at the university of Delaware, Newark, January 24. New on this year's program was an evening session held at the Newark Country Club. William Frederick, Jr., Millcreek Nursery, Newark, showed colored slides of European gardens and nurseries taken on a tour last summer. Included were pictures of the Floriade, at Rotterdam, the Netherlands.

On the afternoon program, Howard P. Quadland, A. A. N. public information director, gave tips on merchandising nursery stock. He stated that nurserymen are not doing the necessary selling job. He pointed out the importance of knowing who the customers are who buy nursery stock. The fact that women account for 72 per cent of sales should influence the approach used in many merchandising promotions and layouts. The key to satisfied customers, Mr. Quadland believes, is service, and he gave numerous examples of ways to better customer relations.

Dr. John F. Ahrens, of the New Haven, Conn., agricultural experiment station, reported on his work with herbicides for weed control of nursery stock. Dr. Ahrens stressed the importance of knowing the herbicide, applying the recommended amount with carefully calibrated equipment and applying granular herbicides only to dry foliage. He also pointed out that chances of injury from herbicides are greatest with lining-out stock and danger decreases as the plants become established. Dr. Ahrens named Simazine as the most effective chemical available at present for weed control in nursery plantings.

Robert F. Stevens, extension specialist, University of Delaware, urged the nurserymen to affiliate with the Peninsula Horticultural Society. The society at present is composed of 1,400 fruit and vegetable growers. The society is supported by the states of Delaware and Maryland. George Kemp, Bountiful Ridge Nurseries, Princess Anne, Md., is president.

Professor Stevens pointed out the advantages of financial support in publishing information presented at meetings in the society's transactions and also the advantage of a larger organization to represent horticultural interests on the peninsula.

Professor Claude Phillips, chairman, Delaware agronomy department, presented "A B C's of Good Lawns." He recommended various seed mixtures for various types of lawns, depending on the soil, amount of shade and the amount of maintenance the lawn will receive. Professor Phillips does not recommend any of the Bermuda grass varieties for Delaware. Meyer and Emerald are two of the hardier zoysia varieties for northern Delaware, although he feels seeded mixtures are more practical.

Dr. Lewis P. Kelsey, of the Delaware entomology department, reported on his tests of summer oil and oil-phosphate combinations with 139 species and varieties of ornamental plants at Longwood Gardens. Plants were sprayed with a 1 per cent solution of 70-second oil, the oil plus 0.25 per cent dimethoate and the 0.5 per cent dimethoate alone. Two species were injured by all three sprays, five species by the oil or oil and phosphate, and 23 species by the phosphate or phosphate and oil spray, and 109 species or varieties were uninjured by any of the above sprays.

Dr. Charles W. Dunham reported on nutrition of holly, a project sponsored by the Holly Society of America. Results from nutrient cultures with varying amounts of the major elements showed that Ilex crenata needed a fairly constant nutrient supply at high levels for good growth, while both Ilex opaca and Ilex cornuta Burford were able to grow well with much lower amounts. This was taken as evidence that flushes of growth of opaca and cornuta utilized reserve nutrients to a much greater extent than did crenata. This was also indicated by results in the nutrient deficiency series where much longer periods of time were required to demonstrate deficiency symptoms with opaca and cornuta than with crenata.

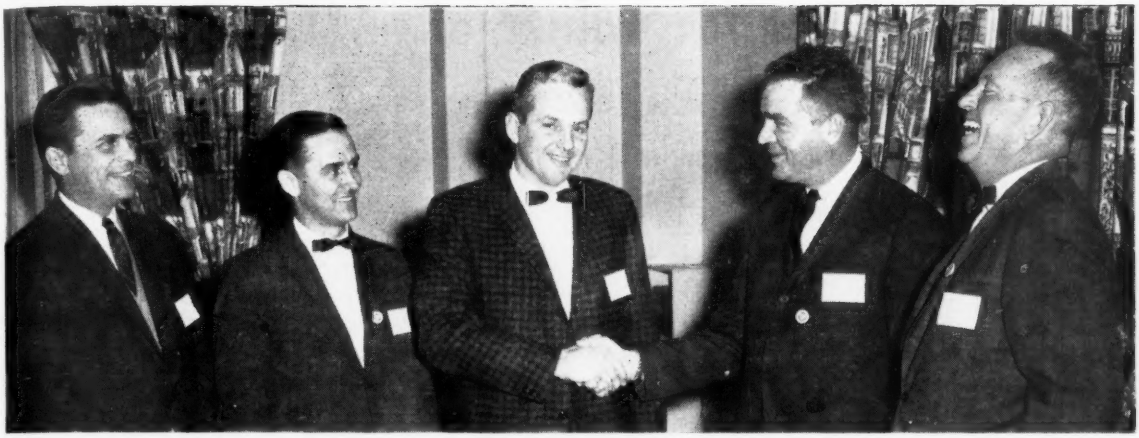
NEW YORK GROUP ELECTS

Following plans made at the recent annual meeting of the New York State Nurserymen's Association at Monticello to form six regional groups in the state instead of the original three, a meeting was held at the Sheraton hotel, Rochester, N. Y., at which region 5 was organized. Richard L. Roberts, Roberts Nursery Co., Dansville, was chairman of the meeting, which was attended by about 40 persons.

Officers of the newly organized region 5 are Richard Roberts, chairman; Marshall Smith, Brookside Nursery, Inc., Penfield, cochairman, and William Kelly, Kelly Bros. Nurseries, Inc., Dansville, secretary-treasurer. Alternate delegates are A. L. Synesael, Jackson & Perkins Co., Newark, and Daniel Quigley, W. T. Smith Corp., Geneva.

The organization will direct its efforts toward betterment of the individual businesses and provide a meeting ground where management, employees and leaders of all branches of the garden living industry can consider mutual problems and agree upon programs for sound growth and development of the industry.

BEGINNING operations at Seven Cedars Farm, La Porte, Ind., is E. A. Jones, who plans to grow Colorado blue spruce for landscape work.



Officials of the Virginia Nurserymen's Association for 1961: Left to right, Carl L. Flemer, Jr., director; Charles L. Otey, secretary-treasurer; Walter D. Arnold, president; Wendall L. Winn, retiring president and director, and A. J. Lancaster, Jr., vice-president.

Efficiency, Theme of Virginia Meeting

Weed Control, Nematodes and Garden Center Traffic among Topics Discussed

By Fred H. Kilner

Efficiency was the theme of the 30th annual convention of the Virginia Nurserymen's Association held January 22 to 24 at the Hotel John Marshall, Richmond. Registering for the convention were 140 persons who heard talks on the nematode problem, efficiency in office and production procedures, garden center operation and new developments and techniques in weed control.

Additional highlights of the convention were the awards presented at the past presidents' banquet. Receiving an award as nurseryman of the year was Fred L. Williams, Sr., Williams & Harvey Nursery, Richmond. Recipient of a "Plant America" award for landscaping of the Lipton Tea Co. building, Suffolk, was Wendall Winn, Winn Nursery, Inc., Norfolk.

New Officers

Elected to serve the association for the coming year were the following: President, Walter D. Arnold, Haynesfield Nurseries, Bristol; vice-president, Arthur J. Lancaster, Coleman Nursery, Inc., Portsmouth, and secretary-treasurer, Charles L. Otey, Southside Nurseries, Inc., Richmond.

Directors elected for one year included the following: Wendall L. Winn, the retiring president; Fred L. Williams, Jr., Williams & Harvey Nursery; Carl F. Flemer, Jr., Ingleside Farm Nursery, Oak Grove, and Ray Quillen, Waynesboro Nurseries, Inc., Waynesboro.

First activity of the convention was the fellowship hour and dinner held Sunday evening, January 22. A film on fishing for channel bass on Virginia's Eastern Shore was the evening's entertainment.

The convention was officially called to order Monday, January 23. In his address as president, Mr. Winn reviewed the past year's activities of the V. N. A. He stated that he believes the nursery industry has

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An A. A. N. "Plant America" award was presented at the Virginia convention to Winn Nursery, Inc., for landscaping the Thomas J. Lipton building, Suffolk. W. L. Winn, right, received the award from A. S. Gresham, Jr.

Recipient of a Virginia "Nurseryman of the Year" award at the annual past presidents' banquet of the Virginia Nurserymen's Association was Fred L. Williams, Sr. C. R. Willey, state entomologist, presented the award.

Connecticut Short Course on Garden Centers, Landscaping

By Kenneth A. Bradley

Despite below-zero temperatures each morning, an attendance of over 200 nurserymen and guests marked the ninth annual Connecticut nurserymen's short course held January 25 and 26 in the college of agriculture auditorium at the University of Connecticut, Storrs, Conn. Presented through the co-operation of the plant science department of the University of Connecticut and the Connecticut Nurserymen's Association, this year's program featured "Landscaping and Garden Centers."

The members of this year's C. N. A. short course planning committee were Hendrik Verkade, Jr., Verkade's Nurseries, New London, chairman; Albert Gledhill, Gledhill Nursery, West Hartford; William Scott, Scott's Nurseries, Bloomfield, and Michael Johnson, Summer Hill Nursery, Madison. The university faculty members who worked with these nurserymen and who presided at the sessions were Kenneth A. Bradley, associate professor of nursery management; Rudy Favretti, extension home grounds specialist; Jay Koths, extension ornamental horticulturist; Dr. Sidney Waxman, assistant professor of ornamental horticulture, and Dr. Fred B. Widmoyer, associate professor of horticulture.

The first speaker at the opening morning session of the Wednesday landscaping program was Harold O. Perkins, University of Connecticut emeritus professor of landscape design, who presented a comprehensive discussion of the uses and possibilities of "Vines and Ground Covers." He supplemented his descriptive remarks with excellent colored slides from his personal collection, illustrating the use of these plants in attractive and well-designed landscape plantings around homes and public buildings. He stressed that many of these lesser-known ground covers and vines are seen only occasionally in estate or public building plantings, and he urged their wider use by landscape nurserymen.

The second morning speaker was Milford Lawrence, H. V. Lawrence, Inc., Falmouth, Mass., who gave an interesting coverage of the "Use of Broadleafs and Ericaceous Materials in Home Landscaping." He noted that this group of plants is particularly adaptable for home landscaping in the acid soil found in much of the southern New England area. He stressed that these plants combine well with each other and with other plant materials; that they give a naturalistic effect, and, if appropriately chosen, that they express the genuine character of a particular region. Mr. Lawrence discussed in detail some specific species and varieties of plants which, in his experience, have proved to be most attractive and useful, including several which he is promoting for wider use in this region.

Home Plantings

The first afternoon talk on landscape day was "Planting Design of Home Grounds," ably presented by Harold D. Stevenson, Harold D. Stevenson Landscaping Service, Riverside Circle, Marshfield, Mass. He emphasized the need for adhering to the basic principle of unity in designing a planting of a type best suited to the needs of each particular client and his home grounds. He also discussed numerous factors involved in satisfying the demand for a minimum of simplified maintenance with a maximum of effect and enjoyment. Mr. Stevenson then showed several of his own attractive planting designs to illustrate the use of carefully selected plants for specific areas.

The second speaker Wednesday afternoon, W. James Everett, president of Glen Terrace Nursery, Inc., Hamden, Conn., approached the subject, "Landscape Planting," from the angle of its importance to retail landscape nurserymen, and emphasized the idea that too much of the current planting is done in the rush of peak seasons and lacks careful preplanning.

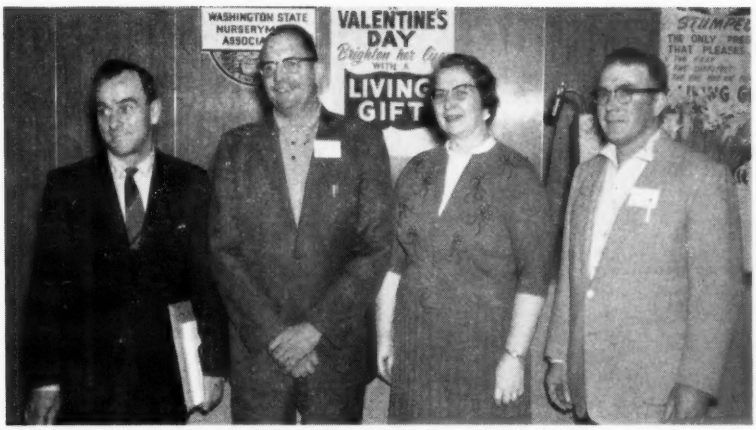
He also observed that many landscape architects are turning to fields of institutional work and city and town planning, so that the responsibility for good design of home properties should be accepted by the landscape nurseryman. Mr. Everett stressed the obligation of the landscape nurseryman to provide accurate landscape information for customers' education and discussed

[Continued on page 115]

Speakers and university faculty members at the recent Connecticut nurserymen's short course held at the University of Connecticut, Storrs: Left to right (front row), Kenneth A. Bradley, U. of C.; H. O. Perkins, U. of C.; Joel Barnes, Barnes Bros. Nursery Co., Wallingford; Harold D. Stevenson, Marshfield, Mass.; and Russell Griffin, Verkade's Nursery, New London; (back row) Milford Lawrence, H. V. Lawrence, Inc., Falmouth, Mass.; James Everett, Glen Terrace Nursery, Inc., Hamden; Jay Koths, U. of C.; Willard M. Bond, Willard Bond Nursery Sales Agency, South Weymouth, Mass.; Hendrik Verkade, Jr., Verkade's Nurseries, and Fred Widmoyer, U. of C.

State Laws, Topic at Washington Convention

By M. Blake Smith



Officers of the Washington State Nurserymen's Association for 1961: Left to right, Charles Rohn, first vice-president; Ed Heath, president; Betty Alkema, secretary, and Stanley Walters, second vice-president.

Meeting at the Benjamin Franklin hotel, Seattle, Wash., January 16 to 18, members of the Washington State Nurserymen's Association heard speakers on a varied group of topics. Nurserymen, landscape architects and nursery suppliers made up the attendance and represented all areas of Washington, as well as Oregon and British Columbia, Canada. The Seattle chapter of the state was host for the sessions, and a regional chapter meeting of the American Association of Nurserymen was combined with the state program. Officers were elected, and there were speakers on retailing and wholesaling, pruning, merchandising, turf maintenance and landscaping.

New officers installed were president, Ed Heath, Heath's Nursery, Pateros; first vice-president, Charles Rohn, Magnolia Garden Center, Seattle; second vice-president, Stanley Walters, Walters Nursery, Puyallup, and treasurer, John Snyder, C & O Nursery, Wenatchee. Mrs. Betty Alkema, Puyallup, was selected by the board of directors to become secretary, W. S. N. A. bookkeeper and editor of Balls and Burlaps.

At the business session of the A. A. N. chapter the afternoon of January 17, officers were also elected, these being W. M. Steward, Maple Valley, president; Brian Taylor, Taylor Nurseries, Seattle, vice-president, and Leonora Walters, Walters Nursery, secretary-treasurer. Robert Tindall, Tindall Nursery, Bothell, was named delegate to the A. A. N. convention, with Stanley Walters as alternate.

State Laws

President Wayne Cockburn, of the Marysville Nursery, Marysville, Wash., called the meeting to order Monday afternoon and a report from Treasurer Robert Tindall was heard. Stanley Walters told of progress in seeking recoding and modernization of state laws affecting nurseries. One of the basic changes sought is the classification of different types of growers, nurserymen, handlers, landscape men and landscape architects. The state agricultural director has given assurance that funds now available will permit better policing of the regulations affecting the sale of nursery stock. There will be a penalty of one-fourth the total of the license fee for late payment, it was said.

Installation of officers, as given, took place at this time, and in the evening a no-host dinner was held in the hotel, entertainment following.

Tuesday's program began with group breakfasts — for exhibitors, with the W. S. N. A. as host; for retailers, and for wholesalers.

Chapter Reports

President Heath, after convening the general session at 9:30, called for W. S. N. A. chapter reports. Highlights of these reports follow:

Jerry Munro, Highland Gardens, Bothell, president of the Seattle chapter, reviewed an aggressive promotional campaign, including a TV garden program and participation in the international flower show at Seattle, the primrose show at Kirkland and a rhododendron show. A monthly brochure on gardening is being published by the chapter and is available to other chapters.

Bruce Briggs, Briggs Nursery, Olympia, representing Mount Rainier chapter, described a year of successful activity in improving public relations and relations within the trade. Excellent results were obtained from participating in the Puyallup daffodil festival and the western Washington fair. For Arbor day, displays of plantings were made in local banks, gaining considerable publicity.

Edward J. Hume, Jr., Hume's Nursery & Garden Center, Lynnwood, reporting for the Northwest chapter, told of efforts being made to increase membership in both the chapter and the state association. The chapter participated in the Everett home show and the Mount Vernon tulip show, among other events, and planned to sponsor a garden clinic at Everett, free to the public, in February.

Wes Farland gave the South Central chapter report, stating that reorganization of the group is in progress at this time, but members are giving aid to the state highway beautification work. Gordon Squire, Belfair Gardens, Belfair, director in the Olympic chapter, reported for his group, and Larry Krause, Krause Nursery, Inc., Spokane, indicated

[Continued on page 74]

Outgoing President Wayne Cockburn, right, gives 1961 President Ed Heath good wishes at the Washington State Nurserymen's Seattle convention.

New York Arborists Elect And Review Major Projects

By A. M. S. Pridham

The opening session of the New York State Arborist Association short course January 15 to 17 was chaired by Prof. Daniel Dowd, Agricultural and Technical Institute, S. U. N. Y., Farmingdale, the morning of January 16. Dr. Joseph Metz, assistant director of research at New York state college of agriculture, S. U. N. Y. at Cornell University, Ithaca, officially welcomed the arborists to the Cornell campus.

New officers elected at the annual meeting held in the afternoon, January 16, were president, Adelard W. Bergeron, Niagara Tree Experts Landscaping Service, Niagara Falls; first vice-president, Edward T. Collins, Ted Collins Associates, Rochester; second vice-president, George Callaway, Llenroc Tree Experts, Argyle; third vice-president, John H. Coyne, city forester, bureau of forestry, Yonkers, and secretary-treasurer, Frank Karpick, city forester, 130 Kay street, Buffalo 15. Directors named were Arthur C. Sandstrom, Jordan; Laurence J. Borger, Bayside, Queens; Prof. Daniel Dowd, Farmingdale; Lester G. Bennett, Maurice L. Congdon Co., Inc., White Plains; Carl Schiff, department of parks, New York city, and G. Herbert Scott, the Rockland Tree Expert Co., New City.

President Malcolm Milne, Green-Vu Landscape Service, Webster, opened the annual meeting with the usual order of business, including the reports of the secretary and treasurer and standing committees. During 1960, the proceedings for incorporation as a nonprofit organization were completed. Official insignia adopted in 1960 is available now as decals for cars and equipment and as a plate for letterhead and literature printing. Membership has advanced steadily from 47 charter members by a modest net gain each year to the present total of 200.

Five major projects were reviewed. These included legislation toward licensing, evidence of insurance coverage by practicing arborists, group insurance, Arbor day promotion and publication of N.Y.S.A.A. Shade Tree Notes.

The action of the directors in directing the legislative committee to explore new approaches toward formalized recognition of professional arborists was approved for 1961 and the committee was continued, with Francis Larmore, United Tree Service, Schenectady, chairman. Adelard W. Bergeron, chairman of the committee for New York State Arborists Association on group insurance, stated that the needed new policy total may be reached this year and urged members to consider group insurance benefits in making sound management decisions. Evidence of insurance as a requirement for association membership was debated by the directors and left with the new officers for committee action.

Dewhirst Wade, Chappaqua, N. Y., sent a report to the meeting. As chairman of Arbor day activities, he said, on advice from the department of education, Arbor day will again be the last Friday in April this year. Yearly decision is needed, because Arbor day as the last Friday in April could at some time fall on Good Friday. Plans for 1961 Arbor day are anticipated on Mr. Wade's return to Chappaqua.

Fifty members attended the annual meeting. These included the following charter members: Robert Bartlett, Lester G. Bennett, A. W. Bergeron, Paul Crandall, Wallace W. Crandall, Basil K. Jackson, Francis W. Larmore, Robert Logan, Malcolm A. Milne, Kenneth C. Painter, Richard F. Pendleton, H. H. Severn, Roger Simmons, D. T. Bushey, John H. Coyne, R. R. Hirt, R. J. Kessler, J. G. Matthysse, H. C. Miller and A. M. S. Pridham.

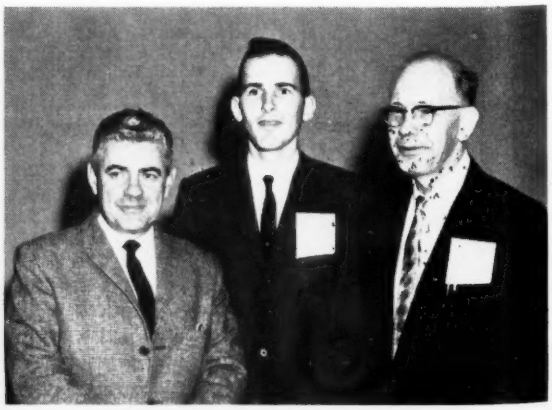
Three Honored

The New York State Arborists Association honored three persons at the annual dinner.

Judge Edward T. Simoneau was presented a certificate in recognition of his devoted service, leadership and interest in the better appreciation and preservation of our shade trees. A. M. S. Pridham, editor of Shade Tree Notes, and Frank Karpick, secretary-treasurer, both were presented gold wrist watches in recognition of their continued interest in the growth and development of the association in their separate capacities.

A summary of the talks presented at the convention will appear in a later issue of the American Nurseryman.

A. W. Bergeron (right), newly elected president of the New York State Arborists Association, shown at the group's annual meeting at Cornell University with the retiring president, Malcolm Milne (left), and Judge E. T. Simoneau, guest speaker.



Among the program participants at the N. Y. S. A. A. meeting were (left to right) Prof. Daniel Dowd, State University Agricultural and Technical Institute, Farmingdale, and Prof. Dana Goodrich and Dr. A. M. S. Pridham, both of Cornell University.

Changing Markets, Uniformity Panels, Highlights at California Meeting

Panelists who discussed "Adjusting to Changing Markets" at the southern California nurserymen's institute at Los Angeles: Left to right (seated), Richard Maire, Los Angeles county farm adviser; Elmer Merz, C. A. N. executive secretary; K. R. Farrell; (standing) R. T. Warner, C. A. N. president, and Henry Ishida, president, Sunset chapter, C. A. N.

By Richard B. Kilner

Over 100 nurserymen gathered at Sproul Hall on the Los Angeles campus of the University of California Thursday, January 26, for the annual southern California nurserymen's institute. This, along with the northern institute, is presented annually by the University of California agricultural extension service, in co-operation with the California Association of Nurserymen.

Otto Martens, Deigaard Nurseries, Monrovia, stepped in at the last minute as chairman, in place of Harold Botts, Botts Nursery, Anaheim, who was stricken with the flu the day before the institute.

The first speaker was Dr. Lennart B. Johnson, department of floriculture and ornamental horticulture, U.C.L.A., who discussed genetics and nursery plant uniformity.

He detailed the genetic differences between naturally self-pollinating plants, such as wheat, in which improved forms remain stable, and naturally cross-pollinating plants, such as petunias, carnations and fruit crops, in which it is difficult to maintain an improvement uniformly in succeeding generations. He pointed out that a slight mutation in the latter group is more serious than an obvious variation, because it may not be noticed until it has caused widespread damage to the true strain.

Environment Factors

Dr. Richard W. Harris, chairman of the department of landscape horticulture, University of California, Davis, discussed environment and plant uniformity, pointing out the importance of cultural practices in plant performance.

Dr. Harris stated that, while there have been many widely heralded improvements in container growing, all is not milk and honey, because of the danger of root girdling, which has been called the spiral to extinction. When the roots reach the impervious bottom of the container, they start to twist and spiral and they either rot or strangle the plant, slowing its growth or killing it.

This problem, of course, has been recognized, and the use of peat pots has been advocated. However, one must be careful not to leave these on a bench or flat, because the roots will show the same reaction when they penetrate the pot and reach the hard bench surface.

It is fortunate when this condition is discovered within the first few years; in many cases it does not cause critical injury until 10 or 15 years later, when the plant has become a customer's prized possession. Dr. Harris feels that it is the nurseryman's responsibility to check container stock for root girdling, especially trees and woody ornamentals.

Pruning

He maintained that the growers and retail nurserymen have another special responsibility to the customer in regard to pruning. His slides vividly pointed out some of the common problems due to lack of proper pruning in the nursery:

1. Trees branching too low—less than five to six feet off the ground. He showed examples of street trees with lower branches which prevented cars from passing or parking. There are similar problems in patios.

2. Opposite branches extending almost upright from the trunk at a very narrow angle. There is likely to be a weak union in the crotch, and this may split, especially if the owners try to spread the branches by force.

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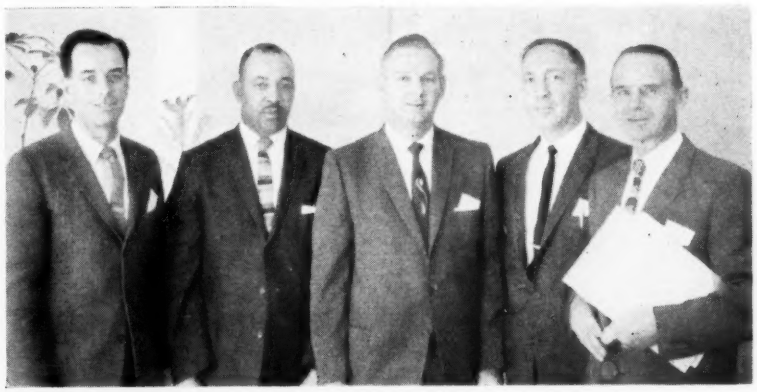

Otto Martens (far right), chairman of the southern California institute, shown with participants in the panel discussion on "Improving Plant Uniformity and Performance": Left to right, Richard W. Harris; George T. Lewis, Los Angeles State and County Arboretum; W. B. Davis, University of California, moderator, and L. B. Johnson.

Illustration A—Shaded, narrow areas in the landscape present no problem when yews are chosen for the planting.

Illustration B—Many other hedge materials can be combined effectively with yews. White pine provides the contrast here.

Tips for Better Landscapes

Yew Hedges in the Landscape—Part III

By Clarence E. Lewis

Department of Horticulture, Michigan State University, East Lansing, Mich.

The taxus collection at the Ohio experiment station, Wooster, is well worth a visit from anyone interested in the genus, particularly if Dr. L. C. Chadwick, the originator of the collection, is there to explain the purpose, the successes, and the trials and tribulations of this experiment that has been in progress since 1942. An excellent job has been done there.

Shade is often a problem in landscape planting, but the yew is an able qualifier for such situations, even if the overhead coverage is dense. Illustration A shows a narrow area that receives filtered sunlight only briefly in the morning.

There are many yews that fit such a small shaded area and they include the spreading English yew (Taxus baccata Repandens), one of the best selections, plus such others as the prostrate Anglojap yew (T. media Prostrate), Flemer Anglojap yew (T. m. Flemer), cushion Japanese yew (T. cuspidata Densa), and the Hill Anglojap yew (T. m. Hill).

There are many others, too, but the ones mentioned can be restrained for many years without taking on the appearance of a hedge. The Canadian yew (T. canadensis), even though found mostly in shaded areas, is not to be highly recommended, because it does not respond so well as the variations of T. cuspidata, T. media or T. baccata.

Interesting plants that make good hedges and combine well with yew hedges are the dwarf hinoki false cypress (Chamaecyparis obtusa Nana), slender kinoki false cypress (C. o. Gracilis), white pine (Pinus strobus), pyramidal white pine (P. s. Fastigiata), limber pine (P. flexilis), Canadian hemlock (Tsuga canadensis), and carolina hemlock (T. caroliniana). These are just a few to start with.

Hedge Contrasts

It is interesting to see the dark green dwarf hinoki false cypress as a hedge, particularly contrasting with the dark-needled yew hedge. It is a happy combination. One hedge may butt against the other, or the two plants may be used in the same hedge.

The pine hedge makes an entirely different picture with its finer texture but it combines well with the yew. The white pine hedge shown in illustration B has been in this location for 12 years. There is a Hicks yew hedge at the left, and the two make a pleasing combination. The limber pine has somewhat the same appearance as the white pine

Illustration C—Some yews are suited by their natural habit for use in hedges, such as this variation of the Hicks yew.

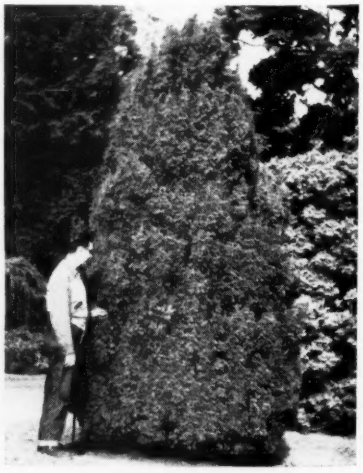

Illustration D—Taxus baccata Fastigiata, the Irish yew of Colonial garden history, is another "natural" for hedges.

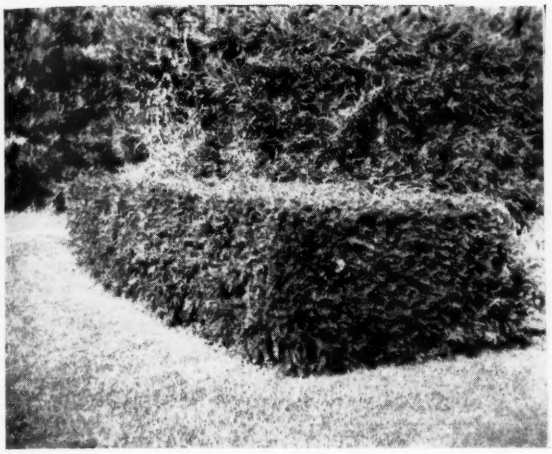

Illustration E — There are many varieties of yew that can be chosen for planting in a "boxy" hedge such as this.

Illustration F—Over a period of years, trimmed specimens of the dwarf Japanese yew come to resemble mushrooms.

in hedge form, but the result is coarser.

Other hedges that find a pleasant companionship with yew hedges include eastern or Canadian hemlock (Tsuga canadensis) and Carolina hemlock (T. caroliniana). The first is more widely used, but the second can be just as successful and is a darker green.

The Japanese hemlock (T. diversifolia) may be more difficult to obtain, but its unusual leaf pattern (implied by the species name) makes for a hedge that is not only unusual but also a good partner for a yew hedge. The Carolina hemlock is effectively combined with Hatfield, Hicks Columnaris and Halloran yews because of their dark green, longer leaves.

For a strong contrast one might combine a yew hedge with a European beech, a European hornbeam or wintergreen barberry (Berberis julianae) hedge. I do not mean that the plants should be mixed in the same hedge; the contrasting hedge should be used at right angles to the yews or as a continuation of the taxus hedge.

Yews and Arborvitaes

I saw one instance in which the following arborvitaes made not only good hedges but also an excellent combination with yew hedges; wintergreen arborvitae (Thuja occidentalis Nigra), Hovey arborvitae (T. o. Hovey), and Siberian arborvitae (T. o. Robusta). There are others, too. The Hovey arborvitae is a light green, which blends with the fresh, light green new growth of taxus in the spring and contrasts as the yew foliage becomes a darker green in the summer.

It is always interesting to look at fine yew specimens. The longer and darker green-leaved form of Hicks yew (Taxus media Hicksi Columnaris) shown in illustration C is an excellent plant and fine hedge material.

The excellent Irish yew (T. baccata Fastigiata) can also be used to good advantage in a hedge where it is completely hardy. I use the word completely because it would not be wise to gamble on many plants of this variety. Illustration D pictures an Irish yew that is not a true form, since the leaf edges are yellow in spring and remain so the rest of the year—probably not so highly colored in the summer as in the spring.

When yew hedges become lengthy, it is often advantageous to use a variation to break the monotony. For instance, if one were using a Hicks yew hedge, the texture could be broken by using a finer-textured form like Wheatley Hills or, if Halloran yew is chosen for a low, broad hedge, it could be varied by including Brown (T. media Browni).

One plant will not do the job, but five or six of the secondary selection add enough body to be noticed. The addition of a variation should not be made in the exact middle of a hedge but toward one end, or the secondary variety may be repeated.

I know of no other genus that supplies so many possibilities—and it makes no difference whether one's clients are from Indiana or Pennsylvania.

Yews for Specific Uses

The broad boxlike hedge shown in illustration E can be duplicated by selecting T. cuspidata Nana, T. c. expansa or the Ward, Berryhill, Thayer or Hunnewell yew—and there is no doubt I have left out a few.

If the hedge is to be a narrow hedge (two and one-half feet wide) and six or seven feet high, there are again many choices, for example, Hicks, Hicks Columnaris, Flushing, Stoveken, Costich, Moon, Old Westbury and Wheatley Hills. Again,

[Continued on page 32]

Illustration G — In some situations, yews presented singly can still do a unified job, as do the Halloran yews shown.

Illustration H—The individual planters shown above simplify the maintenance of yews and make for a neat appearance.

Kansas Arborists Hear Talks at Annual Conference

Officers of the Kansas Arborists Association re-elected at a meeting held by the group during the seventh annual Kansas shade tree conference at Manhattan, Kan.: Left to right, Glenn Banks, vice-president; Dr. Ray Keen, president, and Dr. Hugh Thompson, secretary-treasurer.

By John Pair

The seventh annual Kansas state shade tree conference, held at Kansas State University, Manhattan, January 19 and 20, was attended by a record-breaking 201 arborists, nurserymen, foresters and their wives. The conference is planned to keep these professional tree experts well informed in all phases of shade tree care.

At a meeting of the Kansas Arborists Association held in conjunction with the conference, the past year's officers were unanimously re-elected for a new term. Continuing their duties throughout the coming year will be Dr. Ray Keen, horticulture department, K.S.U., president; Glenn Banks, Wichita, vice-president, and Dr. Hugh Thompson, entomology department, K.S.U., secretary-treasurer.

Elected to serve on the board of directors this year were Glenn Banks; Jack Habig, Kansas City, and Clarence Schenk, Concordia.

The program was opened by Dr. Harold E. Jones, director of extension, K.S.U., who expressed the university's interest in the organization and extended a hearty welcome to everyone present. He stated that the past few years have been exceptionally fruitful for the extension service in aiding in the distribution of trees and other planting stock.

Dr. Jones emphasized the abundance of material available at the extension service on all phases of shade tree care and maintenance and other information of interest to both urban and rural persons.

Business Outlook

Dr. Milton Manual, agricultural economics department, K.S.U., presented a preview of the "Outlook for Small Business." He emphasized the close relationship between economic and political events. The economist warned the group of the crisis period we are going through because of the change in political powers and from the standpoint of the unemployment situation, which shows a sharp increase and is at an all time high since 1941. Slides illustrated current trends in such things as demand consumption, government spending, business spending and production outlook for 1961.

"Proposed Municipal Forestry Laws" were discussed by Arden Ensley, research attorney, League of Kansas Municipalities, Topeka, who pointed out the changes in the present laws which are now being considered. It is hoped that in the future a bill can be passed providing a state forestry regulation which would be uniform for all cities. Small towns with no such program should provide for the planting and maintenance of their own street trees. Every city should have the authority to protect itself against diseased trees. A critical point now being examined is the question of ownership of a street tree growing on personal property. This point causes considerable confusion when the expense of removing a tree is encountered.

Professional Status

The subject of "Arboriculture—Not a Trade but a Profession" was elaborated upon by Nels Johnson, tree expert of Illinois. Whereas previously men learned a trade by years of experience, a knowledge of arboriculture requires both experience and technical training.

The arborist's reputation has been endangered by many so-called tree experts with little or no technical training, who charge high prices for inferior work. Ray Buckley, of the better business bureau of Kansas City, informed the group how to "Protect the Profession from Shysters." After quoting from the files a few of the many complaints received from persons who had been the victims of such swindlers, Mr. Buckley outlined a program by which shady operators could be dealt with legally. His advice consisted of establishing a code of ethics among local arborists and obtaining co-operation from law enforcement agencies to deal with nonconformists.

The first day was climaxed by a banquet in the Terrace room of the Wareham hotel. Dr. William Koch, of the English department, K.S.U., entertained the group with Kansas ballads, folk songs and historical jokes.

Centennial Year

An inspiring presentation of plans for the Kansas "Centennial Year" was given by Maurice Fager, chairman of the Kansas centennial commission and speaker of the evening. In his address he convinced the group that the people of Kansas have the opportunity of a lifetime to display their state. He called it a tool which can be used to focus the attention of the United States on Kansas for one year.

Mr. Fager reviewed the historical and the sentimental phases of Kansas, including important events and people who played important roles in its history.

At the business meeting after the dinner, President Ray Keen reported on the new shade tree law and encouraged everyone to give it his earnest support, to see that it was enacted. He emphasized the importance of this law in protecting the public from a wave of shysters following in the wake of Dutch elm disease to "clean up the town."

Other important business matters discussed at the meeting were membership and the financial condition of the association. Fred Wagner reported an increase from 104 members in

[Continued on page 66]

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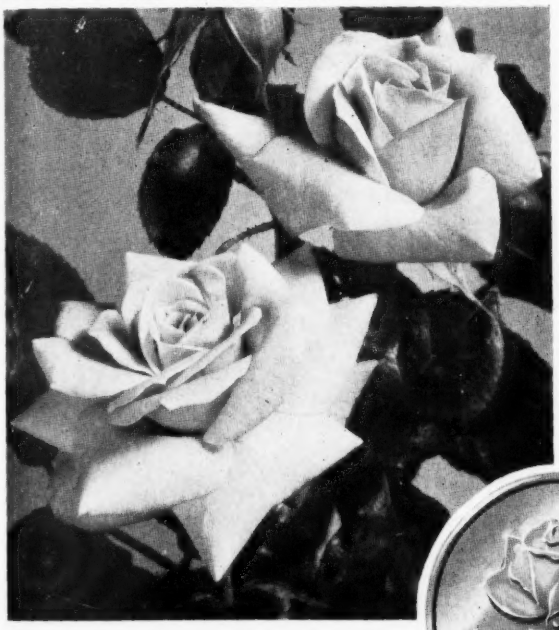

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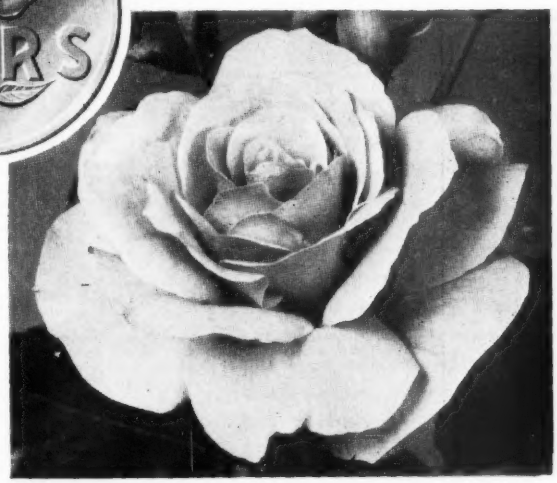

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Ash, Modesto, 4 to 5 ft. to 10 to 12 ft.
Birch, Clump, 3-stem, 2 to 3 ft. to 5 to 6 ft.
Birch, Cut-leaved Weeping, 2 to 3 ft. to 5 to 6 ft., 8 to 9 ft. and 9 to 10 ft.
Birch, European White, 2 to 3 ft. to 5 to 6 ft., 8 to 10 ft., 10 to 12 ft. 1½ to 1¾-in. cal. and 1¾ to 2-in. cal.
Birch, Paper, 3 to 4 ft., 4 to 5 ft. and 6 to 8 ft.
Box Elder, Green, 4 to 5 ft. to 10 to 12 ft.
Box Elder, Silver Variegated, 3 to 4 ft. to 6 to 8 ft.
Catalpa, speciosa, 4 to 5 ft. and 5 to 6 ft.
Cherry, Flowering, autumnalis, 5 to 6 ft. to 7 to 8 ft.
Cherry, Flowering, Kwanzan, Br. 3 to 4 ft. to 6 to 7 ft. and 6-in. Gft.
Cherry, Flowering, Mt. Fuji, 4 to 5 ft. to 7 to 8 ft.
Cherry, Flowering, Naden, 6 to 7 ft. and 7 to 8 ft.
Cherry, Flowering, Yoshino, 6 to 7 ft.
Cherry, Weeping, Single, subhirtella, No. 1
Cherry, Weeping, Single, subhirtella, No. 2
Cherry, Weeping, Double, serrulata, No. 2
Crab Apple, Flowering, aldenhamensis, 3 to 4 ft. and 4 to 5 ft.
Crab Apple, Flowering, Almey, 3 to 4 ft. to 8 to 10 ft.
Crab Apple, Flowering, Arnold, whip, 3 to 4 ft.
Crab Apple, Flowering, atrosanguinea, 3 to 4 ft. and 4 to 5 ft.
Crab Apple, Flowering, Bechtel, 2 to 3 ft. and 3 to 4 ft.
Crab Apple, Flowering, Dolgo, 3 to 4 ft. and 6 to 8 ft.
Crab Apple, Flowering, eleyi, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, eleyi, whip, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Ferrill's Crimson, 6 to 7 ft. 7 to 8 ft. and 8 to 10 ft. 3 to 4 ft. to 5 to 6 ft.
Crab Apple, Flowering, floribunda, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, Hopa, 3 to 4 ft. to 8 to 10 ft.
Crab Apple, Flowering, Hopa, whips, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Flowering, Niedzwetskyana, 4 to 5 ft. to 6 to 8 ft.
Crab Apple, Flowering, Red Silver, 3 to 4 ft. to 6 to 8 ft.
Crab Apple, Flowering, sargenti, 2 to 3 ft.
Crab Apple, Flowering, scheideckeri, 3 to 4 ft. to 5 to 6 ft. and 8 to 10 ft.
Crab Apple, Flowering, scheideckeri, whips, 4 to 5 ft. and 5 to 6 ft.
Crab Apple, Weeping, No. 1 Lt.
Golden Chain, vossi, 3 to 4 ft. to 6 to 8 ft., whips, 3 to 4 ft. and 4 to 5 ft.
Golden Chain, vulgare, 5 to 6 ft. and 6 to 8 ft.
Hawthorn, Autumn Glory, 3 to 4 ft. and 5 to 6 ft.
Hawthorn, carrierei, 6 to 7 ft. and 7 to 8 ft.
Hawthorn, Double Pink, 5 to 6 ft. to 8 to 10 ft.
Hawthorn, Double White, 4 to 5 ft., to 8 to 10 ft.
Hawthorn, Paul's Scarlet, 3 to 4 ft. to 8 to 10 ft., whips, 4 to 5 ft. to 6 to 7 ft.
Linden, American, 4 to 5 ft. to 6 to 8 ft. and 10 to 12 ft.
Linden, cordata, 4 to 5 ft. and 5 to 6 ft.
Linden, Pyramidal American, 4 to 5 ft. to 6 to 8 ft.
Locust, Glove, No. 1
Locust, Imperial (Plant Patent No. 1605), 5 to 6 ft., 6 to 8 ft. and 10 to 12 ft., whips, 3 to 4 ft. to 5 to 6 ft.
Locust, Shademaster (Plant Patent No. 1515), whips, 3 to 4 ft. to 6 to 7 ft.
Locust, Skyline (Plant Patent No. 1619), 4 to 5 ft. to 6 to 8 ft., whips, 4 to 5 ft. and 5 to 6 ft.
Locust, Sunburst (Plant Patent No. 1313), 3 to 4 ft. to 8 to 10 ft., whips, 3 to 4 ft. to 8 to 9 ft.
Honey Locust, Thornless, 4 to 5 ft. to 10 to 12 ft.
Maple, Crimson King (Plant Patent No. 735), whips, 5 to 6 ft. to 7 to 8 ft.
Maple, Faassen's Red-leaved, 6 to 8 ft. and 8 to 10 ft., whips, 4 to 5 ft. to 7 to 8 ft.
Maple, Norway, 4 to 5 ft. to 8 to 9 ft., whips 5 to 6 ft. to 10 to 12 ft. 1½ to 1, 1¾ to 2-in. and 2-in. Br.
Maple, Norway Globe, heavy., No. 1 and No. 2
Maple, Norway Columnar, 6 to 7 ft. to 10 to 12 ft.
Norway, Silver Variegated, whips, 4 to 5 ft. to 7 to 8 ft., br., 5 to 6 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Maple, Red, 3 to 4 ft. to 10 to 12 ft.
Maple, Silver, 4 to 5 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Maple, Spaethi, 5 to 6 ft. to 10 to 12 ft.
Maple, Sugar, 4 to 5 ft. and 5 to 6 ft., whips, 4 to 5 ft. to 8 to 10 ft.
Maple, Schwedler, 6 to 8 ft. to 10 to 12 ft., whips, 5 to 6 ft. to 7 to 8 ft.
Maple, Summershade (Plant Patent No. 1748), 8 to 10 ft. and 10 to 12 ft., whips, 7 to 8 ft. and 8 to 9 ft.
Maple, Vine, 2 to 3 ft. to 4 to 5 ft.
Mountain Ash, European, 5 to 6 ft. to 10 to 12 ft., whips, 5 to 6 ft. to 7 to 8 ft.
Oak, Pin, 3 to 4 ft. to 10 to 12 ft.
Oak, Red, 4 to 5 ft. to 10 to 12 ft., whips, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, Burbank, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, camelliaeflora, 3 to 4 ft.
Peach, Flowering, Double Pink, 3 to 4 ft. to 6 to 8 ft.
Peach, Flowering, Double Red, 3 to 4 ft. to 5 to 6 ft.
Peach, Flowering, Helen Borchers, 4 to 5 ft. and 3 to 4 ft.
Peach, Flw., Icicle, 3 to 4 ft. and 4 to 5 ft.
Peach, Flowering, Royal Redleaf, 3 to 4 ft. to 5 to 6 ft.
Peach, Double Red Weeping, 3 to 4 ft. and 4 to 5 ft.
Peach, Double Pink Weeping, 3 to 4 ft. and 4 to 5 ft.
Plum, Flowering, blireiana, 3 to 4 ft., 4 to 5 ft., 6 to 7 ft., 7 to 8 ft. and 8 to 10 ft., whips, 3 to 4 ft. to 5 to 6 ft.
Plum, Flowering, Hollywood, 3 to 4 ft. and 4 to 5 ft.
Plum, Flowering, Newport, 3 to 4 ft., 4 to 5 ft. and 8 to 10 ft.
Plum, Flw., pissardi, 3 to 4 ft. to 5 to 6 ft.
Plum, Flowering, Thundercloud, 3 to 4 ft., 4 to 5 ft. and 10 to 12 ft.
Plum, Flowering, Vesuvius, 3 to 4 ft. and 4 to 5 ft.
Plane Tree, European, 3 to 4 ft. to 10 to 12 ft. and 1½ to 1¾-in. cal.
Poplar, Bolleana, 5 to 6 ft. and 6 to 8 ft.
Poplar, Carolina, 5 to 6 ft. to 10 to 12 ft.
Poplar, Lombardy, 5 to 6 ft. and 6 to 8 ft.
Redbud (Cercis canadensis), 3 to 4 ft.
Sweet Gum (Liquidambar), 3 to 4 ft. to 5 to 6 ft.
Tulip Tree (Liriodendron), 8 to 10 ft. and 8 to 10 ft., heavy, 6 to 8 ft. and 6 to 8 ft., heavy, 3 to 4 ft. to 5 to 6 ft.
Zelkova serrata, 4 to 5 ft. to 8 to 10 ft.
Willow, Golden, 4 to 5 ft. to 6 to 8 ft.

Cover Illustration

Ulmus Carpinifolia Suberosa

Ulmus carpinifolia, the smooth-leaved elm, has been cultivated for many years and, since being introduced from Eurasia, has been the source of many useful and interesting forms and varieties. Some of the better-known variants of this species are as widely used in Europe, for both street plantings and landscape work, as the American elm is used in this country.

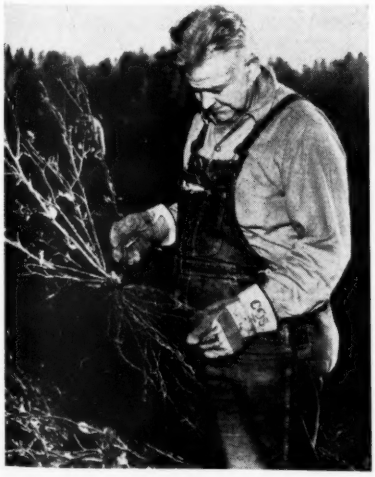
A few of these variants, including the Jersey elm, U. c. Sarniensis, which has more stiffly erect branches than the type, and the Globe elm, U. c. Umbraculifera, a short-stemmed, densely-branched, round-headed tree, are often seen in the United States. The form Sarniensis,

Ulmus Carpinifolia Suberosa

also known as the Wheatley or Guernsey elm, has been extensively used here as a street tree; its more compact structure of upright branches suffers less severe damage from snow and sleet loads and is better able to withstand buffeting from high winds.

Seldom seen, perhaps because of its limited usefulness, although it can be used to good advantage on occasion, is the Eurasian cork elm, Ulmus carpinifolia suberosa. Usually of shrubby growth, although developing to a fairly good-size tree when well situated in the open, this elm has numerous, stiff and strong branches that form the ideal framework for an excellent screening or wind-breaking plant.

The outstanding characteristic which readily distinguishes this form



Nurserymen from all parts of the country have been telling us of the great success and added sales they have enjoyed by potting P&D Roses.

They like the short shanks and pliable fibrous roots of P&D Oregon-Grown Roses, because they are easier to handle. They require less root pruning to fit the container, and the husky short-shanked plant looks better in the pot than long-shanked plants from other western areas. Thanks to our famous "Super-Strain" multiflora root, P&D Roses develop new growth quickly and are more salable when the selling season arrives.

ORDER NOW FOR POOL CAR SHIPMENTS

Prepare your order now for good selection and early pool car delivery. If you don't have our latest listing, we'll be glad to airmail one. Ask about our Free Extra Services and Merchandising Aids to help you build your business.

P&D "SHORT SHANK" ROSES SAID BEST FOR POTTING

Grown in the rich sub-irrigated dikelands of the Columbia River, P&D Roses develop a tremendous root system on a short shank—ideal combination for potting.

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ROSE GROWERS
SCAPPOOSE, OREGON

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MONEY-MAKERS FOR SALESYARDS

We have many items available in quantity, especially suited to cash-and-carry sales All strictly first-class material in every respect . . . grown in the same manner as our larger, heavier stock; well sheared, properly dug and handled B&B.

BROAD-LEAVES—Abelia; Azaleas; American, English, Chinese and Japanese Hollies; Pieris japonica.

NARROW-LEAVES—Retinospora, Juniper, Spruce, Pine, Spreading and Upright Yews, Arborvitae.

FLOWERING TREES—Pink and White Dogwood, Hawthorn, Magnolia, Crab Apple, Plum, Peach.

SHADE TREES—Silver Maple, White Birch, Green Ash, Plane Tree, Weeping Willow.

SHRUBS—Euonymus compactus, Flowering Almond, Mock Orange, Quince, Forsythia, Spirea, Tamarix, Weigela.

Pay a visit to our Maryland farm and see this and other stock growing in the fields. Prices start at 75c.

Write for complete list. Please use business stationery.

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Chesterville, Kent Co. (Eastern Shore), Md.

is the corky ridges and wings on the branches and branchlets. These identifying ridges, as on the native cork elms, U. thomasi, Rock elm, and U. alata, Wahoo elm, are true cork, but in such insignificant quantity as to have no commercial value. J. G.

HOME BUYING STATISTICS

[Continued from page 6]

existing houses. An increase of term on conventional loans took place also.

Offsetting the price increase of houses in the 3-year perid was a rise in family income. Heads of families purchasing new houses with conventional loans showed an increase in income from an average of $5,720 in 1957 to $6,950 in 1959. Among persons acquiring homes with VA-guaranteed loans the increase was from $5,580 to $6,500 for those purchasing new homes and from $5,390 to $6,180 for those buying existing homes. For buyers of FHA-insured homes the increase was from $6,000 to $6,420.

As might be imagined, most of the home buyers were young in age, 57 per cent under 35, 36 per cent between the ages of 35 and 50, and only 7 per cent over 50. The younger owners purchased new homes in larger proportion than the older. The

JOS. A. HREN NURSERIES

BLACK PINE

4 to 5-yr., heavy liners of our own compact strain.
8 to 10 ins., T., $35.00 per 100
10 to 12 ins., T., $50.00 per 100

LANDSCAPE-SIZE MATERIALS — Catalog

East Hampton, L. I., N. Y. Phone: EA 4-0640

TAXUS SEBIAN INTERMEDIA

This is an origination of the late Mike Sebian's nursery, Painesville, Ohio. It has proved hardy and has a fast rate of growth. We feel this variety is one of the best for the mid-western states.

	Per 100	Per 1000
2-yr., T.	30c	27½c
3-yr., T.	40c	37½c

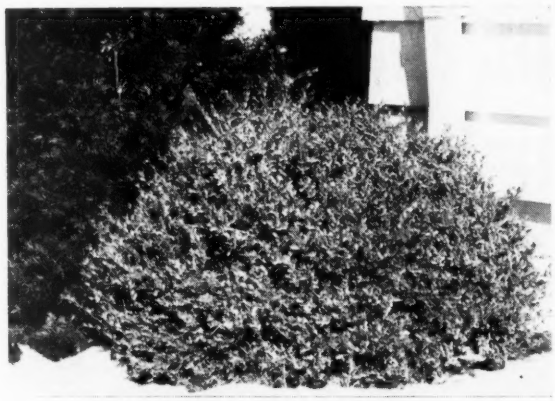
Write for price of 5000 and 10,000 quantity.
Samples sent upon receipt of postage.

VERKADE'S NURSERIES
P. O. Box 336 New London, Conn.

BROAD-LEAVED EVERGREENS

CONTAINER-GROWN B&B LINING-OUT STOCK

MARSHALL NURSERIES, Salisbury, Md. *Catalog on Request*



New Wintergreen Boxwood
Photo March 1, 1960

Scarff's New Wintergreen
(Buxus koreana Wintergreen)

THE BEST BOXWOOD FOR THE NORTH

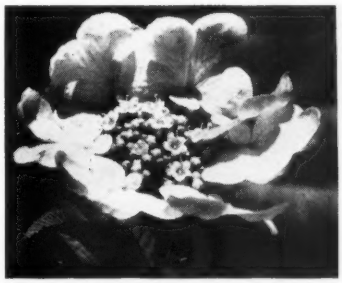
Holds its good bright green color throughout the winter in landscape plantings. Excellent specimen or hedge plant. Highly desirable for planter boxes or as a facing plant.

	Each Per 100	Each Per 1000
2-yr., 6 to 9 ins., T.	$0.65	$0.60
2-yr., 9 to 12 ins., T.	.75	.70

VIBURNUM TOMENTOSUM MARIESI
(Improved Doublefile Viburnum)

Horizontal branching with large flat clusters of creamy-white flowers in May. Brilliant fall color includes red berries and dark Burgundy-red foliage.

	Each Per 100	Each Per 1000
6 to 12 ins., T.	$0.20	$0.17½
2¼-in. bands	.15	.12½
Rooted cuttings	.12	.10



PYRACANTHA RUNYANI
(Runyan Red Pyracantha)

Excellent orange-red berries. Does especially well in shaded or north side plantings. We consider this to be the best of the redder types of pyracantha for our colder climates. New zone.

	Each Per 100	Each Per 1000
4-in. pots	$0.65	$0.60
2¼-in. bands	.17½	.15
2-yr., T., 10 to 12 ins.	.20	.17½
2-yr., T., 12 to 15 ins.	.25	.20

B&B SHRUBS

Mainly 3 to 4-ft. and 4 to 5-ft. sizes, these are dug in rotproof burlap and heeled-in in sawdust for early spring pickup. The list below represents a few of the varieties. Please send for a complete list.

Barberry, mentorensis
Cotoneaster apiculata
Cotoneaster divaricata
Cydonia, Scarff strain
Euonymus alatus compactus
Forsythia Lynwood Gold
Flowering Almond
Syringa microphylla
Kolkwitzia
Viburnum americana
Syringa vulgaris
Viburnum burkwoodi
Viburnum chenaulti
Viburnum lantana
Weigela vaniceki
Mountain Ash
Crataegus crusgalli
Deutzia compacta
Lonicera fragrantissima

SCARFF'S *NEW* MIDNITE BLACKBERRY
(Our Introduction in 1958)

We can unhesitatingly recommend this blackberry for its fine fruiting performance and strong, thrifty canes in comparison to other blackberry varieties. The berries are larger than Eldorado, jet black, glossy, with small core and very high in quality.

	Per 1000
No. 1, rooted cuttings	$100.00
¼-in. and up	135.00

Send for Complete List of Evergreens — Deciduous — Ornamentals — Fruits and Liners. — Plan a Visit.

Scarff's NURSERY, INC.

New Carlisle, Ohio
Phone: VI 5-2561

Du Pont traffic-building specials make more money for you

"PULL-EM-IN" CUSTOMER SPECIALS

Customers buy 8-oz. **ROSE SQUEEZE-DUSTER** + 5-lb. box of **NEW DU PONT ROSE FOOD** at ½ price — They pay only **$2.32**

They buy 8-oz. **GARDEN INSECTICIDE** + They get one 59¢ dropper can of **SPREADER-STICKER FREE** — They pay only **$2.25**

Your customers get **$2 OFF** on the **DU PONT SPRAYER** when they buy it with any Du Pont Product

YOUR PROFIT-MAKING SPECIAL DEALS

You sell 24 of these combinations for $55.68
Your cost 34.80
YOUR PROFIT $20.88

You sell 12 of these combinations for $27.00
Your cost 16.85
YOUR PROFIT $10.15

You sell 12 Sprayers in combination deals for $59.40
or sell them separately for $83.40.
Your cost 37.10
YOUR PROFIT $22.30 or more

PLUS—THIS BIG HALF-PRICE DEAL FOR YOU

DU PONT LAWN WEED KILLER 24 1-pt. cans—Reg. $29.20
DU PONT LAWN WEED KILLER 24 8-oz. cans—Reg. $18.75
YOUR COST $38.40 — Your selling price $76.80 — YOUR PROFIT $38.40

+ **8 New Products.** The most complete line in '61!
+ **Generous Co-op Ad Allowance.** $1 for every case you buy. Mats and scripts free!
+ **Free Garden Guides.** Available only at Du Pont Dealers—a real traffic builder!

DU PONT
REG. U.S. PAT. OFF.
BETTER THINGS FOR BETTER LIVING ... THROUGH CHEMISTRY

GARDEN CHEMICALS

(See page 50 for more exciting Du Pont news)

type of financing tended to vary with age also. For those under the age of 35 the distribution was FHA, 31 per cent; VA, 46 per cent; conventional, 23 per cent. Between the ages of 35 and 50 the distribution was FHA, 26 per cent; VA, 30 per cent; conventional, 44 per cent. For those over 50, the distribution was FHA, 23 per cent; VA, 4 per cent; conventional, 73 per cent.

As might be assumed also, the older persons tended to buy higher-priced homes, to make larger down payments and to obtain shorter-term mortgages. The older group, also, contained those of larger incomes, while the 38 to 50-year age group tended to buy the largest homes.

Although some of the conclusions reached in the study may appear more or less obvious, landscape nurserymen will find that, after perusal of these figures, a few judicious questions about type of financing will give them light on the client's financial position without creating embarrassment or possible resentment.

NURSERYMEN'S DAY

[Continued from page 7]

not trainers. They are not the best growers or other types of technicians.

In essence a manager's job is to make decisions with the best information available. This information may be received from another or gained from one's own experience. Dr. Lawson emphasized that planning is essential and that long-term planning helps one plan for tomorrow.

Financial management is more than just a matter of keeping books. It means collecting bills, keeping accurate records of income and disbursements, keeping inventory and so forth. When one is short of cash, he must be sure when he makes a decision involving cash that it is the right decision. Adequate records are essential as an aid in making these decisions.

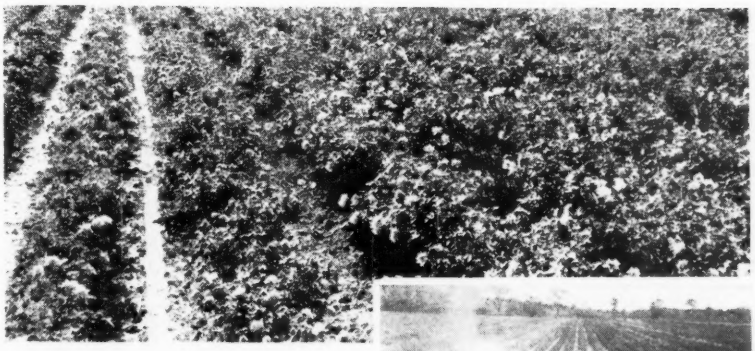
Two things to be considered in keeping records are (1) departmentalization—keep separate records in each separate division of product or service, and (2) show inventory in the books. This is important information for the managerial staff.

Dr. Lawson generalized that nurs-

LOOK

What Gerard K. Klyn, Inc., Mentor, Ohio, has to offer!!

☆ **ROSES** ☆



TOP-QUALITY BARE-ROOT STOCK for the discriminating buyer—

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PACKAGED FOR COUNTER SALE

Machine-wrapped—Multi-walled bags—Full-color pictures—Individually labeled and waxed—Temperature-controlled storage.

Competitively priced for maximum profits.

Roses grown and cared for by experts from Gerard K. Klyn, Inc.

SUPER POTS

"KLYN'S"

SUPER POTS cost you no more.

STOP!! LOOK!! COMPARE!!

	Per 1000
No. 2, Regular	**$42.50**
No. 2, Heavy	**60.00**
No. 3, Regular	**47.50**
No. 3, Heavy	**65.00**

HAVE YOU POTTING PROBLEMS??

— ORDER NOW!! —

The varieties you want; we'll do the rest — pot, raise and deliver at prices you can afford to pay.

No order too **LARGE.**

No order too **small.**

BUY THE BEST—BUY KLYN'S

In the heart of famous Lake County!

GERARD K. KLYN, INC.

Mentor, Ohio

Write-Wire-Call
—Catalog on Request—

BL-5-3471

Cartwright Nursery Co.

We have had a wonderful growing season, and we have available for the 1961 season the largest stock of top-quali evergreens that we have ever offered. We would be very happy to have you visit us at the nursery and see our stock grow ing in the fields. We are, at this time, using 2400 acres of good west Tennessee land to produce for you the very best in eve greens, and we think it would be worth your time to visit us if you are interested in the best stock available at ver reasonable prices.

	Each Per 10	Each Per 100
Dark Green American Arborvitae		
18 to 24 ins.	$1.25	$1.00
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
3 to 4 ft.	3.00	2.50
Compacta erecta Globe Arborvitae		
12 to 15 ins.	1.25	1.00
15 to 18 ins.	1.50	1.25
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Globe American Arborvitae		
12 to 15 ins.	1.25	1.00
15 to 18 ins.	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
Globe Parson's Compacta Arborvitae		
15 to 18 ins.	1.75	1.50
Siberian Arborvitae (Thuja wareana)		
15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.75	1.50
Pyramidal American Arborvitae		
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.00	2.75
4 to 5 ft.	3.50	3.25
5 to 6 ft.	4.00	3.75
Baker's Arborvitae		
24 to 30 ins.	1.35	1.10
30 to 36 ins.	1.60	1.35
Berckmans Golden Arborvitae		
12 to 15 ins.	1.25	1.00
15 to 18 ins.	1.40	1.20
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
Blue Cone Arborvitae		
18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
3 to 4 ft.	2.25	2.00
Bonita Arborvitae		
15 to 18 ins.	1.35	1.20
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Excelsa Arborvitae		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
3 to 4 ft.	2.25	2.00
4 to 5 ft.	3.00	2.50
Fruitlandi Arborvitae		
18 to 24 ins.	1.70	1.50
24 to 30 ins.	2.25	2.00
Mayhews Arborvitae		
30 to 36 ins.	1.70	1.50
3 to 4 ft.	2.25	2.00
Newarki Arborvitae		
24 to 30 ins.	1.45	1.25
30 to 36 ins.	1.70	1.50
3 to 4 ft.	2.25	2.00
4 to 5 ft.	2.75	2.50
Andorra Juniper		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.50	1.25
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Chinensis procumbens Juniper		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
Golden Canadian Juniper		
15 to 18 ins.	1.70	1.50
Hetzi glauca Juniper		
12 to 15 ins.	1.20	1.00
15 to 18 ins.	1.45	1.30
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
Hetzi glauca Juniper, globes		
15 to 18 ins.	2.00	1.75
18 to 24 ins.	2.50	2.00
24 to 30 ins.	3.00	2.50

	Each Per 10	Each Per 100
Pfitzer Juniper		
12 to 15 ins.	$1.25	$1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
Pfitzer Juniper, Blue		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
Blue Vase Juniper		
15 to 18 ins.	1.70	1.50
Pfitzer Juniper (Gold Tip)		
15 to 18 ins.	1.70	1.50
30 to 36 ins.	3.50	3.00
Pfitzer Compacta Juniper (Kallay)		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
Pfitzer Compacta Juniper (Nick's)		
12 to 15 ins.	1.25	1.10
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
Pfitzer Nana Juniper (Armstrong)		
12 to 15 ins.	1.25	1.10
18 to 24 ins.	2.25	2.00
24 to 30 ins.	2.75	2.50
30 to 36 ins.	3.25	3.00
Maneyi Juniper		
15 to 18 ins.	2.00	1.75
18 to 24 ins.	2.50	2.25
Meyeri Juniper		
15 to 18 ins.	2.00	1.75
18 to 24 ins.	2.50	2.25
Repandens Juniper		
15 to 18 ins.	1.25	1.10
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Sabina Juniper		
12 to 15 ins.	1.20	1.00
15 to 18 ins.	1.50	1.25
18 to 24 ins.	2.00	1.75
Sabina horizontalis Juniper		
15 to 18 ins.	1.70	1.50
18 to 24 ins.	2.25	2.00
Sabina tamariscifolia Juniper		
15 to 18 ins.	1.75	1.50
Sabina Von Ehron Juniper		
15 to 18 ins.	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
30 to 36 ins.	3.00	2.75
Sabina Von Ehron Juniper, globes		
15 to 18 ins.	2.00	1.75
18 to 24 ins.	2.50	2.00
24 to 30 ins.	3.00	2.50
Sargenti Juniper		
12 to 15 ins.	1.25	1.10
Virginiana globosa Juniper		
15 to 18 ins.	2.75	2.50
18 to 24 ins.	3.50	3.25
Virginalis Juniper		
15 to 18 ins.	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.50	2.25
Ames Juniper		
2 to 3 ft.	2.75	2.50
3 to 4 ft.	3.75	3.50
Excelsa stricta Juniper		
12 to 15 ins.	1.15	1.00
15 to 18 ins.	1.35	1.20
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.00	2.75
3 to 4 ft.	3.50	3.25
4 to 5 ft.	4.00	3.75
Chinensis Iowa Juniper		
2 to 3 ft.	2.75	2.50
Nova Juniper		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	2.75	2.50

	Each Per 10	Each Per 10
Variegata Juniper		
18 to 24 ins.	$1.75	$1.5
2 to 3 ft.	2.25	2.0
Densa glauca Juniper		
2 to 3 ft.	2.00	1.7
3 to 4 ft.	2.75	2.5
Hetzi glauca Juniper, staked		
2 to 3 ft.	3.00	2.7
3 to 4 ft.	4.00	3.7
Chinese mascula Juniper		
3 to 4 ft.	3.25	3.0
4 to 5 ft.	4.25	4.0
Chinensis columnaris Juniper		
2 to 3 ft.	2.75	2.5
3 to 4 ft.	3.75	3.5
Sylvestris Juniper		
3 to 4 ft.	3.00	2.7
Sabina Von Ehron Juniper, staked		
2 to 3 ft.	3.00	2.7
3 to 4 ft.	4.00	3.7
Scopulorum Blue Haven Juniper		
2 to 3 ft.	2.75	2.5
3 to 4 ft.	3.75	3.5
4 to 5 ft.	4.75	4.5
Sparta Juniper		
2 to 3 ft.	2.75	2.5
Virginiana Juniper (Red Cedar		
2 to 3 ft.	1.75	1.5
3 to 4 ft.	2.25	2.0
4 to 5 ft.	3.00	2.5
Virginiana burki Juniper		
2 to 3 ft.	2.75	2.5
3 to 4 ft.	3.75	3.5
4 to 5 ft.	4.75	4.5
Virginiana Canaerti Juniper		
2 to 3 ft.	2.75	2.5
3 to 4 ft.	3.75	3.5
4 to 5 ft.	4.75	4.5
5 to 6 ft.	6.00	5.5
Virginiana Dundee Juniper		
2 to 3 ft.	2.75	2.5
Virginiana glauca Juniper		
3 to 4 ft.	3.75	3.5
2 to 3 ft.	2.75	2.5
Cupressifolia Juniper (Hillspire)		
3 to 4 ft.	3.75	3.5
4 to 5 ft.	4.75	4.5
5 to 6 ft.	6.00	5.5
Virginiana keteleeri Juniper		
2 to 3 ft.	2.25	2.0
5 to 6 ft.	5.50	5.0
Fastigiata Juniper		
24 to 30 ins.	1.20	1.0
30 to 36 ins.	1.50	1.2
3 to 4 ft.	1.75	1.5
4 to 5 ft.	2.00	1.7
5 to 6 ft.	2.25	2.0
6 to 8 ft.	3.50	3.0
Cedrus atlantica		
2 to 3 ft.	1.75	1.5
3 to 4 ft.	2.75	2.5
4 to 5 ft.	3.75	3.5
5 to 6 ft.	4.75	4.5
Cedrus deodara		
2 to 3 ft.	1.75	1.5
3 to 4 ft.	2.75	2.5
4 to 5 ft.	3.75	3.5
Chamaecyparis plumosa, green		
2 to 3 ft.	2.00	1.7
3 to 4 ft.	2.50	2.2
4 to 5 ft.	3.25	3.0
Chamaecyparis plumosa aurea		
2 to 3 ft.	2.00	1.7
3 to 4 ft.	2.50	2.2
Austrian Pine		
2 to 3 ft.	2.25	2.0
3 to 4 ft.	3.25	3.0
4 to 5 ft.	4.25	4.0
5 to 6 ft.	5.50	5.0
White Pine		
2 to 3 ft.	2.25	2.0
3 to 4 ft.	3.25	3.0
4 to 5 ft.	4.25	4.0
5 to 6 ft.	5.50	5.0

	Each Per 10	Each Per 100
Abelia grandiflora		
2 to 3 ft.	$1.25	$1.00
Anise(Illicium)		
2 to 3 ft.	1.50	1.25
3 to 4 ft.	2.25	2.00
Barberry, Julianae		
15 to 18 ins.	1.75	1.50
18 to 24 ins.	2.25	2.00
Boxwood, harlandi		
8 to 10 ins.	.85	.75
10 to 12 ins.	1.15	1.00
12 to 15 ins.	1.40	1.25
15 to 18 ins.	1.65	1.50
Boxwood, sempervirens		
12 to 15 ins.	1.40	1.25
15 to 18 ins.	2.25	2.00
18 to 24 ins.	2.75	2.50
Boxwood, welleri		
12 to 15 ins.	1.40	1.25
Cleyera japonica		
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.75	1.50
Elaeagnus fruitlandi		
2 to 3 ft.	1.25	1.00
3 to 4 ft.	1.75	1.50
Elaeagnus simoni		
2 to 3 ft.	1.25	1.00
3 to 4 ft.	1.75	1.50
Euonymus alatus compactus		
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
Euonymus coloratus		
18 to 24 ins.	1.25	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	2.25	2.00
Euonymus fortunei erectus		
15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.70	1.50
Euonymus japonicus		
18 to 24 ins.	1.15	1.00
24 to 30 ins.	1.70	1.50
30 to 36 ins.	2.25	2.00
Euonymus patens		
18 to 24 ins.	1.20	1.00
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.25	2.00
Euonymus radicans, several selected types		
15 to 18 ins	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
Ilex cassine angustifolia		
3 to 4 ft.	3.50	3.00
4 to 5 ft.	4.50	4.00
Ilex cornuta burfordi		
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.50	3.00
Ilex cornuta femina		
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.50	2.25
Ilex cornuta Hume		
15 to 18 ins.	1.50	1.25
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Ilex cornuta rotunda		
12 to 15 ins.	1.50	1.25
Ilex crenata convexa		
12 to 15 ins.	1.00	.80
15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
Ilex crenata hetzi		
12 to 15 ins.	1.20	1.00
15 to 18 ins.	1.75	1.25
Ilex crenata latifolia, pyramids		
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.25	3.00
3 to 4 ft.	4.50	4.00

	Each Per 10	Each Per 100
Ilex crenata repandens		
12 to 15 ins.	$1.25	$1.00
15 to 18 ins.	1.50	1.25
18 to 24 ins.	2.00	1.75
24 to 30 ins.	2.25	2.00
Ilex crenata rotundifolia		
12 to 15 ins.	1.15	1.00
15 to 18 ins.	1.40	1.25
18 to 24 ins.	1.65	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.00	2.75
3 to 4 ft.	4.00	3.50
Ilex crenata rotundifolia, pyramids		
24 to 30 ins.	2.25	2.00
30 to 36 ins.	3.25	3.00
3 to 4 ft.	4.50	4.00
Ilex glabra		
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.25	2.00
30 to 36 ins.	2.75	2.50
Ilex opaca, seedlings		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	5.50	5.00
Ilex Croonenburg		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
Ilex East Palatka		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	5.50	5.00
Ilex opaca fosteri		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
Ilex howardi		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
Ilex Hume No. 2		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
Ilex Reynolds		
2 to 3 ft.	2.25	2.00
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
Ilex Taber		
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.25	4.00
5 to 6 ft.	5.25	5.00
Ilex vomitoria		
15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
Ilex vomitoria Pride of Houston		
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
Ilex vomitoria, dwarf		
12 to 15 ins.	1.50	1.25
Jasmine, floridum		
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.75	1.50
Laurel, Cherry		
2 to 3 ft.	1.50	1.25
3 to 4 ft.	1.75	1.50
4 to 5 ft.	2.50	2.25
5 to 6 ft.	3.50	3.00
6 to 8 ft.	5.00	4.50
Laurel, English		
15 to 18 ins.	1.25	1.00
18 to 24 ins.	1.50	1.25
2 to 3 ft.	1.75	1.50
Laurel, Zabeli		
15 to 18 ins.	1.20	1.00
18 to 24 ins.	1.75	1.50
2 to 3 ft.	2.50	2.25
Ligustrum lucidum (Black Wax)		
18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	1.75	1.50
Ligustrum lucidum Suwannee River		
15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.65	1.50
30 to 36 ins.	2.00	1.75

	Each Per 10	Each Per 100
Lonicera yunnanensis		
15 to 18 ins.	$1.20	$1.00
18 to 24 ins.	1.50	1.25
Loropetalum chinensis		
15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
24 to 30 ins.	1.75	1.50
Magnolia alexandrina		
4 to 5 ft.	3.75	3.50
Magnolia glauca		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.25	2.00
4 to 5 ft.	2.75	2.50
5 to 6 ft.	3.50	3.25
6 to 8 ft.	5.50	5.00
Magnolia grandiflora		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
5 to 6 ft.	5.50	5.00
6 to 8 ft.	8.25	7.50
Magnolia rustica rubra		
4 to 5 ft.	3.75	3.50
Magnolia soulangiana		
2 to 3 ft.	2.00	1.75
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.50	3.25
5 to 6 ft.	4.50	4.00
Magnolia soulangiana nigra		
3 to 4 ft.	2.75	2.50
Magnolia stellata		
18 to 24 ins.	2.00	1.75
2 to 3 ft.	3.00	2.50
3 to 4 ft.	4.50	4.00
Nandina domestica		
15 to 18 ins.	.90	.75
18 to 24 ins.	1.20	1.00
24 to 30 ins.	1.50	1.25
30 to 36 ins.	1.75	1.50
Nandina domestica, dwarf		
15 to 18 ins.	1.15	1.00
18 to 24 ins.	1.40	1.25
Osmanthus aquifolium		
18 to 24 ins.	1.50	1.25
Osmanthus fortunei		
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
Photinia serrulata		
18 to 24 ins.	1.20	1.00
2 to 3 ft.	1.75	1.50
Viburnum burkwoodi		
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
3 to 4 ft.	2.75	2.50
Viburnum chenaulti		
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
30 to 36 ins.	2.25	2.00
3 to 4 ft.	2.75	2.50
Viburnum juddi		
18 to 24 ins.	1.50	1.25
24 to 30 ins.	1.75	1.50
Viburnum rhytidophyllum		
18 to 24 ins.	1.75	1.50
24 to 30 ins.	2.00	1.75
30 to 36 ins.	2.50	2.25
3 to 4 ft.	3.25	3.00
4 to 5 ft.	4.50	4.00
White Dogwood		
2 to 3 ft.	1.20	1.00
3 to 4 ft.	1.75	1.50
4 to 5 ft.	2.25	2.00
5 to 6 ft.	3.50	3.00
White Dogwood (Cherokee Princess)		
3 to 4 ft.	2.75	2.50
4 to 5 ft.	3.75	3.50
Pink Dogwood		
2 to 3 ft.	1.75	1.50
3 to 4 ft.	2.75	2.50
Live Oak, B&B		
3 to 4 ft.	2.75	2.50
4 to 5 ft.	4.00	3.50
5 to 6 ft.	5.50	5.00
Silver Maple, B&B		
6 to 8 ft.	2.00	1.50
8 to 10 ft.	2.50	2.00
10 to 12 ft.	3.00	2.50

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SALESMAKERS FOR '61

. . . by Union

Here's a quick view of Union's line of sales-tested numbers for lawns and gardens. Each of these items has been designed for serviceability...eye-appeal.

Lawn Ornaments are molded of sturdy plastic and furnished in gay, weather-resistant colors. The Lawn Edging and Flex-i-fence are made of tough, flexible plastic...easy to use and with an indefinite life in the garden. And don't forget the Daisy Bird Bath. It's a winner!

Cash in on Spring Sales with these live-wire plastic products. Write today for catalog and prices.

The nation's largest manufacturer of plastic pots, tubs, pans and planters.

UNION PRODUCTS, INC.

LEOMINSTER, MASS.

erymen do not like to be in debt, but went on to add that debts and mortgages are American traditions. Debt can destroy a business if not handled properly, but despite the risk involved, debt can increase one's earning power. In closing, Dr. Lawson encouraged nurserymen to keep adequate records and to use these records for short-term borrowing.

The third and last speaker of the day was Robert Bauge, Judson Wholesale Nursery, Bristol, Ind., chairman, A. A. N. market development and publicity committee.

Mr. Bauge reported on the Minnowbrook advanced management conference, showing slides and a film taken during the meeting at the Minnowbrook conference center, in the New York Adirondacks.

Then followed the short business meetings of the Ohio Nurserymen's Association and of chapter 1, American Association of Nurserymen, mentioned earlier in this report.

YEW HEDGES

[Continued from page 21]

these are not the only choices but they are good ones. Tying in the inner branches helps keep the width narrow and protects the plants from heavy snows or devastating ice storms.

For broader hedges of six or more feet one may select Hatfield, Cole, Kelsey, Andorra, Capitata, Adams or Dovaston and achieve wonderful results. I should indicate what I mean by a broad hedge—three and one-half to five feet is considered broad. Of course, the higher the hedge is allowed to grow, then the wider it must become.

Such yews as Capitata could not be so easily kept at a width of three and one-half to four feet as Hatfield or Cole. The younger the plants are upon planting and the earlier one starts to restrict the width, then the simpler becomes the task.

One advantage of using yews like Kelsey is that they are generous in their production of fruits. Pruning reduces this production but does not eliminate it. Since yews are dioecious, a staminate plant must be planted near a pistillate one in order for the latter to bear fruit.

Hedges as Garden "Partitions"

In a previous article I mentioned dividing a garden into compartments, but never carried the concept into detail. What I am referring to is an idea that the English used years ago and continue to use in some garden developments. The taller background hedge is made of any of the taller

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- Shade and Ornamental Trees
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- Hedges and Vines
- Evergreens
- Bulbs
- California Roses

★ FEBRUARY SPECIALS ★

Dwarf Apple	11/16-in. cal. — Reg. $1.65	SPL. $1.00
	Red Delicious, Jonathan, Yellow Delicious, Yellow Transparent	
Chinese Elm	3-in. cal. and up — Reg. $4.00	SPL. 2.50
Redbud	6 to 8 ft. — Reg. $1.45	SPL. 1.00
Sycamore	1¼-in. cal. — Reg. $1.60	SPL. 1.25
Pink-Flowering Almond	2 to 3 ft. — Reg. 55c	SPL. 35c

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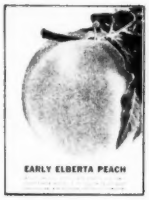

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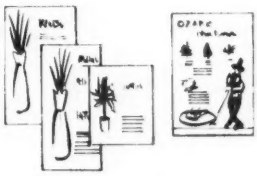

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QUALITY LINING-OUT STOCK

We list below the items of lining-out stock that we have available for the 1961 season. We think that we have very fine liners and will submit samples on request. No orders for less than 50 plants of a kind, please. 50 to 250 plants at the 100 rate, 250 and up at the 1000 rate.

LATH HOUSE GROWN POTTED LINERS

Grown outside in lath houses one or more seasons.

	Each Per 100	Each Per 1000
Barberry, julianae, 2½-in. pot, 6 to 8 ins.	$0.16	$0.15
Elaeagnus simoni, 2½-in. pot, 8 to 10 ins.	.15	.12½
Ilex aquifolium, seedlings, 2½-in. pot, 8 to 10 ins.	.15	.12½
Ilex crenata convexa, 2½-in. pot, 4 to 6 ins.	.15	.12½
Ilex glabra, 2¼-in. pot, 6 to 8 ins.	.15	.12½
Ilex crenata Green Thumb, 2½-in. pot, 4 to 6 ins.	.15	.12½
Ilex crenata helleri, 2½-in. pot, 2-yr., 4 to 6 ins.	.15	.12½
Ilex crenata helleri, 4-in. pot, 3-yr., 6 to 8 ins.	.35	.30
Ilex crenata hetzi, 2½-in. pot, 6 ins.	.15	.12½
Ilex opaca East Palatka, 3-in. pot, peat, heavy, 10 to 12 ins.	.15	.12½
Nandina domestica, 2-in. rose pot, 8 to 10 ins.	.12½	.10
Osmanthus fortunei, 2½-in. rose pot, 4 to 6 ins.	.17½	.15
Viburnum burkwoodi, 2½-in. rose pot, 8 to 10 ins.	.12½	.10
Viburnum chenaulti, 2½-in. rose pot, 8 to 10 ins.	.12½	.10
Thuja occidentalis compacta erecta, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis, Dark Green, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja occidentalis globosa, 2½-in. rose pot, heavy, 6 to 8 ins.	.16	.14
Thuja orientalis Baker's, 2½-in. rose pot, 8 to 10 ins.	.17½	.15
Thuja orientalis, Blue Cone, 2½-in. rose pot, 8 to 10 ins.	.17½	.15
Thuja orientalis, Mayhews, 2½-in. rose pot, 6 to 8 ins.	.17½	.15
Thuja orientalis newarki, 2½-in. rose pot, 8 to 10 ins.	.18	.16
Chamaecyparis plumosa, Green, 2½-in. pot, 6 to 8 ins.	.15	.12½
Chamaecyparis plumosa, Golden, 2½-in. pot, 6 to 8 ins.	.15	.12½
Juniper, chinensis hetzi, 2½-in. pot, 8 to 10 ins.	.17½	.15
Juniper, chinensis hetzi, beer cans, 12 to 15 ins.	.22½	.20

BED-GROWN LINERS FROM LATH HOUSE

Boxwood, harlandi, beds, heavy, 8 to 10 ins.	.20	.17½
Euonymus alatus compactus, beds, 4 to 6 ins.	.16	.15
Euonymus fortunei argenteo-variegatus, beds, 4 to 6 ins.	.15	.12½
Euonymus fortunei compactus, beds, 8 to 12 ins.	.12½	.10
Euonymus microphyllus, beds, heavy, 4 to 6 ins.	.15	.12½
Euonymus radicans, beds, 10 ins.	.15	.12½
Euonymus radicans, upright, beds, 8 to 12 ins.	.15	.12½
Ilex crenata convexa, seedlings, 2-yr., beds, 10 to 12 ins.	.15	.12½
Ilex crenata rotundifolia, beds, light, 6 to 8 ins.	.12½	.10
Ligustrum lucidum Suwannee River, beds, 6 to 8 ins.	.35	.30

HEAVY FIELD-GROWN LINERS

All two-year, field-grown liners have been root-pruned and trimmed several times.

	Each Per 100	Each Per 1000
Juniper, Andorra		
1-yr., 6 to 8 ins.	$0.12½	$0.10
2-yr., 8 to 12 ins.	.15	.12½
Juniper, chinensis albo-variegata		
2-yr., 8 to 12 ins.	.25	..
Juniper, chinensis hetzi glauca		
1-yr., 6 to 8 ins.	.12½	.10
1-yr., 8 to 12 ins.	.15	.12½
2-yr., 8 to 12 ins.	.17½	.15
2-yr., 12 to 15 ins.	.20	.17½
Juniper, chinensis maneyi		
1-yr., 6 to 8 ins.	.25	.22½
1-yr., 8 to 12 ins.	.27½	.25
Juniper, excelsa stricta		
1-yr., 6 to 10 ins.	.12½	.10
2-yr., 8 to 12 ins.	.17½	.15
Juniper, fastigiata		
1-yr., 8 to 12 ins.	.12½	.10
2-yr., 12 to 15 ins.	.15	.12½
Juniper, communis depressa aurea (Golden Canadian)		
1-yr., 8 to 10 ins.	.17½	.15
2-yr., 10 to 12 ins.	.22½	.20
Juniper, chinensis pfitzeriana		
1-yr., 8 to 10 ins.	.17½	.15
2-yr., 10 to 12 ins.	.20	.17½
Juniper, Pfitzer compacta Nicks		
1-yr., 6 to 8 ins.	$0.17½	$0.15
2-yr., 8 to 12 ins.	.22½	.20
Juniper, Pfitzer compacta Kallay		
1-yr., 6 to 8 ins.	.17½	.15
2-yr., 8 to 12 ins.	.22½	.20
Juniper, Pfitzer Blue (Mayhews)		
2-yr., 10 to 12 ins.	.25	.22½
Juniper, Pfitzer nana (Armstrong's)		
1-yr., 6 to 8 ins.	.17½	.15
Juniper, sabina		
1-yr., 6 to 8 ins.	.12½	.10
2-yr., 10 to 12 ins.	.17½	.15
Juniper, sabina Arcadia		
1-yr., 6 to 8 ins.	.25	..
Juniper, sabina horizontalis		
1-yr., 8 to 10 ins.	.25	..
Juniper, sabina vonehron		
1-yr., 6 to 8 ins.	.12½	.10
Juniper, virginiana repandens		
1-yr., 6 to 8 ins.	.15	.12½
2-yr., 8 to 10 ins.	.17½	.15

CARTWRIGHT NURSERIES

Collierville, Tenn. **Phone: UL 3-2352**

growing yews like capitata and Adams, while the compartments are formed by lower hedges at right angles to the background of yews.

These lower hedges need not be of the same material as the background, namely yews, but it is possible to use taxus. Other plants that may be effectively used are convex-leaved holly, Hetz holly, little-leaved holly, Burford holly, various barberries, boxwood and many others.

Sometimes trimmed yews resemble a mushroomlike globe in the landscape, like the dwarf Japanese yew (T. cuspidata Nana) shown in illustration F. A trimmed plant such as this can become an obsession with the owner; his every effort is to make this plant just as even and round as possible. I usually wonder why, and do not have the complete answer as yet.

I remember where and when this was the pride and joy of a homeowner. The yew was in his foundation planting and it was the first plant that one noticed as he walked or drove by. It complimented nothing but itself and for no reason.

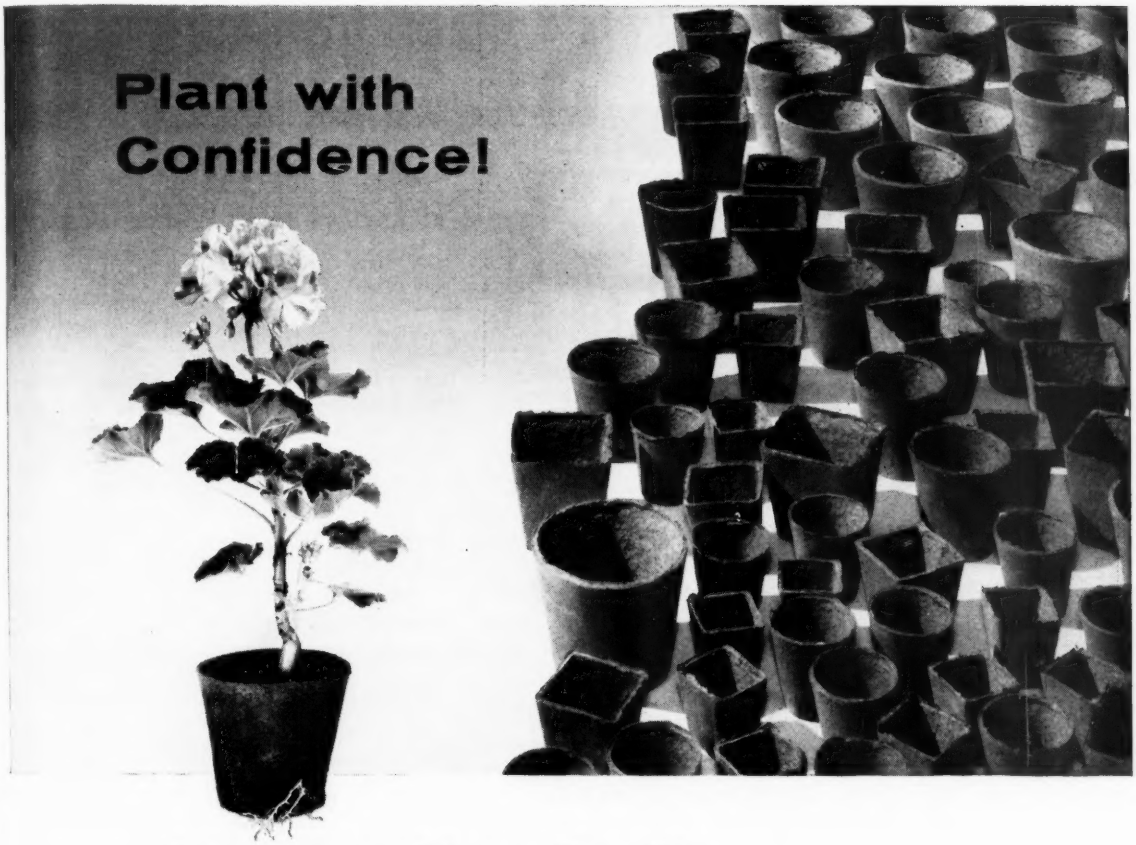
Illustrations G and H show Halloran yews used as individual specimens. The photographs do not do the property justice, since the yews appear as Goliaths in the scheme of things. They are not sheared, but occasionally cuttings are taken. Each plant is in a sort of planter, as can be seen in illustration H, which eases maintenance and reduces the likelihood of lawn mower damage.

This type of planting is not recommended for home plantings but is more the type of thing that is done for the grounds about public buildings or areas of a greater scale than that shown in the illustrations.

If you have an interest in a particular phase of plant use, primarily trees, shrubs and vines, and would like to have it discussed in the American Nurseryman, I should appreciate hearing from you. Your suggestions should be mailed to me at the department of horticulture, Michigan State University, East Lansing, Mich.

TREE TAX DEDUCTION

A United States Appeals court has upheld a ruling of the internal revenue service that a homeowner cannot claim a tax deduction, as a casualty loss, for the death of trees caused by disease or insects. In this particular case, the owner was denied a deduction for loss of an infected elm which was required to be removed under a city ordinance to prevent the spread of Dutch elm disease.



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Using organic, growth-stimulating JACK POTS *that are transplanted with the plants* insures best results for any flower or vegetable you raise. Made of top quality, long-fibred organic peat moss, the JACK POT is transplanted with the plant, eliminating shock and root damage. A scientifically balanced formula of nutrients nourishes young plant roots as they grow through the pot walls.

Plantable peat pots cut labor costs because they require less handling. JACK POTS are sturdy and tough, yet they are light in weight and economical to ship. They are easy to handle because their large base gives them good bench stability.

Order your peat pot supply from the most complete line in the industry — 11 different JACK POTS in square and round shapes, in Sturdi-Wall and Thin-Line construction.

JACK POT Trays of Bedding Plants, each plant started in its own JACK POT peat pot, bring up to 50% higher retail prices! Trays are made of sturdy styrene, in 5 sizes.

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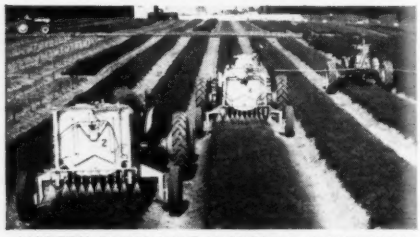

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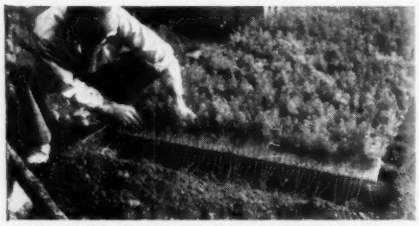

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Quality trees pay you dividends. Musser trees with their strong, extensively branched, compact root system will grow and thrive where inferior stock may fail to survive.

Selected Seed from mature, hardy, disease-resistant parent trees provide good heredity and make healthy trees.

Scientific Methods of propagation, planting and spraying encourage rapid and healthy growth.

Modern Equipment provides greatest efficiency and economic production.

Transplanting makes more roots. All 3-yr. and 4-yr. seedlings are root pruned before previous growing season to make a semi-transplant.

All stock is carefully inspected before shipping.

SEEDLINGS AND TRANSPLANTS at LOW, *QUANTITY PRICE*

50 at 100 rate; 500 at 1000 rate

	Per 100	Per 1000
SPECIAL STRAIN SCOTCH PINE		
Very best Christmas tree strain. Grown from seed collected by our own men from selected parent trees. Exceptionally healthy, sturdy, straight-stemmed specimens. Also all other best strains Scotch Pine—French, Austrian Hill, German, Spanish strains available.		
2-yr., S. (2-0), 2 to 4 ins.	$ 3.00	$ 15.00
2-yr., S. (2-0), 4 to 8 ins.	5.00	25.00
3-yr., S. (3-0), 8 to 16 ins.	8.00	40.00
4-yr., T. (2-2), 8 to 14 ins.	20.00	100.00
WHITE PINE		
One of the best timber species. Excellent windbreak and hedge. Very good ornamental and Christmas tree.		
2-yr., S. (2-0), 3 to 6 ins.	4.00	20.00
Suitable stock for field planting.		
3-yr., S. (3-0), 4 to 8 ins.	6.00	30.00
3-yr., S. (3-0), 5 to 10 ins.	8.00	40.00
AUSTRIAN PINE		
Good timber species. A beautiful, dark green, long-needle ornamental and Christmas tree, grown from selected seed from the Austrian Alpine region.		
2-yr., S. (2-0), 3 to 6 ins.	4.00	20.00
3-yr., S. (3-0), 8 to 14 ins.	7.00	35.00
MUGHO PINE—Pumilio Strain		
Very best of true dwarf. Compact, low-growing ornamental pine.		
2-yr., S. (2-0), 2 to 4 ins.	5.00	25.00
4-yr., S. (4-0), 4 to 8 ins.	10.00	50.00
AMERICAN RED PINE		
Excellent timber and Christmas tree.		
2-yr., S. (2-0), 3 to 6 ins.	4.00	20.00
3-yr., S. (3-0), 8 to 14 ins.	8.00	40.00
4-yr., T. (3-1), 6 to 10 ins.	13.00	....
MUSSER EXCLUSIVE NORWAY SPRUCE		
Exceptionally fast-growing, straight-stemmed stock especially desirable for Christmas trees, ornamentals and timber. Grown from seed collected by our own men from selected trees.		
2-yr., S. (2-0), 5 to 10 ins.	7.00	35.00
3-yr., S. (3-0), 10 to 18 ins.	9.00	45.00
3-yr., T. (2-1), 5 to 10 ins.	15.00	75.00
4-yr., T. (3-1), 8 to 12 ins.	20.00	100.00

	Per 100	Per 1000
NORWAY SPRUCE		
2-yr., S. (2-0), 2 to 4 ins.	$ 3.00	$15.00
2-yr., S. (2-0), 3 to 6 ins.	5.00	25.00
3-yr., S. (3-0), 5 to 10 ins.	7.00	35.00
SERBIAN SPRUCE (Picea omorika)		
Unusually valuable ornamental. Ta symmetrical habit of growth, with ve narrow, drooping branch spread. Needl ½ to ¾-in. long. Glossy green.		
3-yr., S. (3-0), 3 to 6 ins.	8.00	40.00
COLORADO BLUE SPRUCE		
Excellent stock—finest in the count One of the finest for ornamental an Christmas tree use. Sturdy and compa in form; straight stems. From slight blue-green to marvelous blue. Seed c lected at very high cost from trees show ing only the best characteristics.		
3-yr., S. (3-0), 3 to 6 ins.	5.00	25.00
3-yr., S. (3-0), 6 to 12 ins.	11.00	55.00
3-yr., S. (3-0), 8 to 14 ins.	13.00	65.00
Very superior stock.		
4-yr., T. (3-1), 4 to 8 ins.	18.00	90.00
5-yr., T. (3-2), 8 to 14 ins.	35.00	175.00
Excellent heavy stems, lightly branche		
*6-yr., TT., 10 to 12 ins., $1.25 each		
*7-yr., TT, 12 to 15 ins., $1.75 each		
*Sold in lots of 5 or more. Individual packed with ball of peat moss. Item marked (*) may be mixed varieties.		
WHITE SPRUCE		
Similar to Norway spruce except for lighter color and slower growth rate.		
2-yr., S. (2-0), 3 to 6 ins.	3.00	15.00
3-yr., S. (3-0), 8 to 14 ins.	8.00	40.00
4-yr., T. (3-1), 6 to 12 ins.	15.00	75.00
5-yr., T. (3-2), 12 to 16 ins.	20.00	100.00
6-yr., T. (3-3), 12 to 18 ins.	30.00	150.00
ALBERTA WHITE SPRUCE		
4-yr., S. (4-0), 8 to 14 ins.	9.00	45.00
BLACK HILLS SPRUCE		
Fine Ornamental. Most compact spru Excellent Christmas tree.		
2-yr., S. (2-0), 2 to 4 ins.	4.00	20.00
3-yr., S. (3-0), 5 to 10 ins.	7.00	35.00
4-yr., S. (4-0), 8 to 12 ins.	9.00	45.00
4-yr., T. (3-1), 4 to 8 ins.	15.00	75.00

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• CANADIAN HEMLOCK

Lacy, graceful growing habit. Can be sheared to any size. Hedges, specimen Ornamentals. Full shade or full sunlight.

2-yr., S. (2-0), 3 to 6 ins..	$ 9.00	$ 45.00
3-yr., S. (3-0), 8 to 12 ins..	16.00	80.00
3-yr., T. (2-1), 6 to 10 ins..	20.00	100.00

• BALSAM FIR

Fine for Christmas trees and Ornamentals.

2-yr., S. (2-0), 2 to 4 ins..	5.00	25.00
3-yr., S. (3-0), 4 to 7 ins..	8.00	40.00

• DOUGLAS FIR

Hardy bluish, Rocky Mountain type. Superior ornamental and Christmas tree.

2-yr., S. (2-0), 4 to 8 ins..	6.00	30.00
3-yr., S. (3-0), 8 to 12 ins..	11.00	55.00
4-yr., T. (3-1), 8 to 12 ins..	20.00	....

• CONCOLOR FIR

Excellent Ornamental. Silver trunk and soft silver foliage. Fine for Christmas trees. Holds needles best of any short-needle tree. Needs good drainage.

2-yr., S. (2-0), 4 to 8 ins..	6.00	30.00
3-yr., S. (3-0), 6 to 12 ins..	8.00	40.00

• JAPANESE LARCH

2-yr., S. (2-0), 10 to 16 ins.	5.00	25.00

• AMERICAN ARBORVITAE

Popular for Hedges and Ornamentals.

3-yr., S. (3-0), 2 to 4 ins..	5.00	25.00
4-yr., T. (3-1), 6 to 12 ins..	16.00	80.00

• GLOBE ARBORVITAE—Transplants

Plants started from rooted cuttings assure true strains.

Woodwardi—Dark Green

1-yr., T., 4 to 6 ins.....	30.00	250.00
2-yr., T., 5 to 7 ins.....	40.00	....

Hovey's Green

1-yr., T., 5 to 7 ins.....	25.00	200.00
2-yr., T., 6 to 8 ins.....	40.00	300.00

• PYRAMIDAL ARBORVITAE—Transplants

All plants started from rooted cuttings to assure true strains.

Compacta—Green

1-yr., T., 5 to 7 ins.....	35.00	300.00

• JUNIPER—Blue Pfitzer—Chinensis Hetzi

Improved Juniper with irregular spreading habit, fast growth, bluish color. Used extensively in landscape work. Excellent for foundation plantings.

1-yr., T., 5 to 7 ins.....	25.00	200.00
2-yr., T., 10 to 12 ins.....	65.00	....

*TTT., spread 15 to 18 ins., **$2.50 each**

*Field-grown — ornamental size. Extra nice. Sold in lots of 5 or more. Individually packed with ball of peat moss. Items marked with (*) may be mixed varieties.

• JUNIPER—Irish

1-yr., T., 4 to 6 ins.....	30.00	250.00

• JUNIPER—Andorra

1-yr., T., 4 to 6 ins.....	30.00	250.00

• JAPANESE YEW—Trans. rooted cuttings

True strains from rooted cuttings.

Taxus cuspidata—Spreading

1-yr., T., 5 to 6 ins.....	25.00	175.00
2-yr., T., 6 to 8 ins.....	35.00	250.00

Taxus hicksi—Upright

1-yr., T., 5 to 6 ins.....	25.00	175.00
2-yr., T., 8 to 10 ins.....	40.00	300.00

Per 100 Per 1000

• JAPANESE YEW (Continued)

Taxus browni—Upright

1-yr., T., 4 to 6 ins.....	$25.00	$175.00
2-yr., T., 6 to 8 ins.....	35.00	250.00

Taxus intermedia—Spreading

1-yr., T., 4 to 6 ins.....	25.00	175.00
2-yr., T., 6 to 8 ins.....	35.00	250.00

• JAPANESE YEW—Grown from seed

Taxus cuspidata capitata—Upright, pyramidal.

4-yr., T. (2-2), 6 to 12 ins.	30.00	200.00
5-yr., T. (3-2), 12 to 18 ins.	50.00	300.00

• JAPANESE HOLLY

Excellent evergreen shrub or hedge.

Ilex convexa—trans. rooted cuttings.

1-yr., T., 4 to 6 ins.....	20.00	175.00
Trans. liners, 6 to 10 ins..	35.00	300.00

Ilex crenata hetzi

1-yr., T., 4 to 6 ins.....	20.00	175.00
Trans. liners, 6 to 10 ins..	35.00	300.00

Ilex rotundifolia

1-yr., T., 4 to 6 ins.....	20.00	175.00

• AMERICAN HOLLY—grown from seed

1-yr., S., 2 to 4 ins.....	12.00	60.00

• AMERICAN HOLLY—rooted cuttings

We will sell at the ratio of 1 male to 9 female.

Ilex opaca—tree-type holly

1-yr., T., 8 to 12 ins.....	50.00	400.00

Della Bradley

1-yr., T., 8 to 12 ins.....	50.00	400.00

• BARBERRY—Red

Unusually good red color. Excellent hedge plants. Red leaves in summer, red berries in fall-winter.

2-yr., S., 6 to 12 ins.....	12.00	....
2-yr., S., 12 to 18 ins.....	14.00	....

• PIN OAK—Quercus palustris

8 to 12 ins., S.	11.00	55.00
18 to 24 ins., S.	15.00	75.00

3 to 4 ft., T., **$1.50** each

• SUGAR MAPLE

Hard Maple—fast-growing

6 to 12 ins., S.	10.00	50.00
12 to 18 ins., S.	16.00	80.00

• CHINESE CHESTNUT—Blight-resistant

18 to 24 ins., S.	50.00	....

• WHITE-FLOWERING DOGWOOD

12 to 18 ins., S.	8.00	40.00
18 to 24 ins., S.	12.00	60.00
24 to 30 ins., S.	16.00	80.00

32 to 48 ins., T., **$1.50** each

• RHODODENDRON HYBRID—Cuttings, Grafts

Our own hardy, Pennsylvania-grown plants. Red, pink, mauve and rose-lilac.

1-yr., T., C., 6 to 8 ins.....	100.00	750.00

Will sell at ratio of 20 per cent red to other colors.

*2-yr., red, 9 to 12 ins., **$3.00** each

*2-yr., colors other than red, 9 to 12 ins., **$2.50** each

*Sold in lots of 5 or more. Individually packed with ball of peat moss. Items marked with (*) may be mixed varieties.

• AZALEA—Mollis, your choice of Orange (Babeuf), Red

(Hugo Hardyzer).

*3-yr., 8 to 10 ins., **$1.50** each

*5-yr., 12 to 15 ins., **$3.50** each

*Sold in lots of 5 or more. Individually packed with ball of peat moss. Items marked with (*) may be mixed varieties.

Many other Evergreens, Hardwoods, Ornamentals, Shade Trees and Shrubs

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MUSSER FORESTS

BOX 16- B, INDIANA, PA.

First University Day Staged in Wisconsin

By Thomas Pinney

A registration of more than 75 persons at the first nurserymen's University day at the University of Wisconsin, Madison, January 26, proved that the interest in such a program was even greater than originally anticipated.

The morning of January 26 started with a state-wide snowstorm, which unquestionably had some bearing on the attendance, but in spite of that, the room allocated to the meting in the new University Center building was more than overflowing at all times during the day. This was the first venture of the Wisconsin Nurserymen's Association in conjunction with the University of Wisconsin in holding a 1-day conference called the nurserymen's University day.

Container Stock Protection

Starting at 9:30 a.m., the first speaker, Prof. A. Leiser, department of horticulture, Purdue University, Lafayette, Ind., spoke on handling container stock, in both summer and winter. Professor Leiser pointed out that one of the most determining factors in the successful growing of container stock in the middle west is winter protection, and judging from the responses from the crowd, everyone agreed with him. Professor Leiser stated that the only successful way that had been found was to place the stock in a polyethylene-covered house. Changes in temperature in such a house are not of great importance to the plants, but retention of humidity prevents their drying out. The results have been highly satisfactory.

The speaker pointed out that one could either transfer the containers to this house, or the house could be built in sections and placed over the area in which the container stock was growing, thus eliminating the moving of the containers. Professor Leiser indicated that some careful analysis of this method of storage showed that it cost about 2½ cents per gallon container, provided the containers were not moved in and out. If they were brought into the polyethylene house and again taken out in the spring, it would result in an additional cost of about 5 cents per container, making a total of 7½ to 8 cents annually for handling the material this way. However, he felt that it was economically feasible and practical.

Financial Matters

Karl Bostrom, chairman of the Bostrom Corp., Milwaukee, next spoke on "Managing the Ecology of Your Business." Mr. Bostrom's close association with national and state small business organizations made him especially qualified. He discussed the necessity of good banking connections and establishment of an excellent line of credit, which could only be done if one kept regular balance sheets and operated a good accounting system. He also said each is the key to his own business and management is something that one can learn, with any degree of desire.

After lunch everyone was back in the meeting room at 1:15 p.m. to hear Frans Larson, C. P. A. and member of the firm of E. A. Dettman & Co., Appleton. Mr. Larson, having had experience with a number of nursery accounts, was especially qualified to give an intelligent discussion of the nurserymen's accounting problems. He pointed out the need for keeping good records, not only from a standpoint of taxes, but because of the need for internal control. He emphasized many times that the nursery business has not prepared the type of records that it should in order to have a better picture of costs and the prices that are necessary.

He also pointed out that a nursery having several operations, such as garden store and wholesale and retail trade, with possibly a greenhouse venture, would find it advisable to departmentalize so that the owners could determine just which departments were making money and which ones were not.

The highlight of the program was a speech by James Dornoff, vice-president of the Pate Oil Co. of Mil-

SPECIAL OFFERING SEEDLINGS and TRANSPLANTS

	100	1000
Acer pensylvanicum 1-yr., 8 to 12 ins.	$10.00	$ 75.00
Acer platanoides 1-yr., 8 to 12 ins.	10.00	75.00
Acer rubrum 2-yr., 2 to 2½ ft.	7.00	60.00
Castanea mollissima 1-yr., 18 to 24 ins.	50.00	....
Cornus florida 1-yr., 8 to 12 ins.	6.00	50.00
Crataegus phaenopyrum 2-yr., 12 to 18 ins.	7.50	60.00
3-yr., 2½ to 3 ft.	12.00	85.00
Ginkgo biloba 1-yr., 6 to 8 ins.	15.00	120.00
Ilex opaca 1-yr., 3 to 6 ins.	6.00	50.00
Koelreuteria paniculata 1-yr., 8 to 10 ins.	10.00	85.00
Laburnum anagyroides 1-yr., 8 to 12 ins.	10.00	75.00
Magnolia virginiana 1-yr., 2 to 4 ins.	7.00	50.00
Phellodendron amurense 1-yr., 8 to 12 ins.	7.50	60.00
Photinia villosa 1-yr., 6 to 12 ins.	7.50	60.00
Picea engelmanni 2-yr., 3 to 6 ins.	6.00	50.00
Picea glauca 2-yr., 4 to 8 ins.	5.00	40.00

	100	1000
Picea pungens glauca 2-yr., 4 to 8 ins.	$ 5.00	$40.00
3-yr., 8 to 12 ins.	7.50	65.00
Pinus mughus (True Dwarf Tyrolean) 2-yr., 3 to 4 ins.	5.00	40.00
Pinus mughus pumilio 2-yr., 3 to 4 ins.	5.00	40.00
Pinus thunbergi 2-yr., 6 to 10 ins.	6.50	50.00
3-yr., 12 to 15 ins.	8.50	75.00
Pseudotsuga taxifolia glauca 2-yr., 6 to 8 ins.	6.50	50.00
3-yr., 8 to 12 ins.	8.50	75.00
Quercus palustris 1-yr., 8 to 12 ins.	6.50	50.00
Quercus robur 2½-in. pots	20.00	....
Sophora japonica 2-yr., 12 to 18 ins.	15.00	120.00
Sorbus aucuparia 1-yr., 8 to 12 ins.	7.50	50.00
Taxus capitata 2-yr., 4 to 8 ins.	10.00	80.00
Thuja occidentalis 2-yr., 6 to 8 ins.	5.00	40.00
Tilia cordata 1-yr., 10 to 12 ins.	15.00	120.00
Viburnum carlesi 2-yr., 8 to 12 ins.	15.00	120.00

WELL-ROOTED HEAVY TRANSPLANTS AT LOW COST

	100	1000
Chamaecyparis filifera aurea 2-yr.	$15.00	....
Chamaecyparis plumosa sulphurea 3-yr., 8 to 10 ins.	20.00	....
Picea pungens glauca 3-yr., 6 to 10 ins.	12.00	$100.00
Pinus thunbergi 3-yr., 6 to 10 ins.	10.00	85.00
Taxus cuspidata andersoni 2-yr.	25.00	....
Taxus cuspidata densiformis 2-yr.	30.00	....
Taxus cuspidata F. & F. compacta	25.00	....
Taxus cuspidata hunnewelliana	25.00	
Taxus media 2-yr.	25.00	....

	100	1000
Taxus media browni 2-yr.	$25.00	....
Taxus media henryi 2-yr.	25.00	....
3-yr.	30.00	....
Taxus media hicksi 2-yr.	25.00	....
Taxus media wardi 2-yr.	25.00	....
Thuja occidentalis globosa novum 3-yr., 10 to 12 ins.	25.00	....
Thuja occidentalis pyramidalis 3-yr., 12 to 15 ins.	25.00	....
Thuja occidentalis rosenthali 2-yr.	15.00	....
Thuja orientalis T., understock	8.50	$75.00

SEE OUR OFFERING ON GRAFTS PAGE 72

HESS' NURSERIES P. O. Box 128 Wayne, N. J.

"SLIP-ON" ® PLASTIC LABELS

NEWEST AND MOST PRACTICAL OF ALL PLANT LABELS!

SO NEW!
SO PRACTICAL!
16 times stronger in sub-zero temperatures

Patent No. 2,642,684

Patented locking device assures you a permanent, easily attached, adjustable label. Minimizes girdling the canes of either soft or hard wood plants. Guards against loss of labels. Absolutely waterproof. Will not wilt in hot weather.

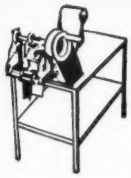
Plain or varieties imprinted permanently

Add $2.00 to imprinted prices if imprinting is desired on both sides. Trade-marks billed at cost. Photos or black-and-white drawings must accompany trade-mark orders. Parcel-post shipment up to 20 lbs. Over 20 lbs., least expensive way possible—unless otherwise specified. All shipments F.O.B. DAYTONA BEACH, FLA.

Available in 6 fadeproof colors . . . RED, GREEN, ORANGE, YELLOW, BLUE, WHITE

	Per 1000	Imprinted Per 1000	Weight
No. 25 (1/2x5 ins.)			
1000 to 4000	$5.50	$7.00	
5000 to 9000	4.75	6.25	1 1/4 LBS.
10,000 to 49,000	4.00	5.50	
50,000 to 99,000	3.25	4.75	PER 1000
100,000 or more	2.50	4.00	
No. 87 or **87C** (5/8x7 ins.)			
1000 to 4000	7.50	9.00	
5000 to 9000	6.50	8.00	2 1/4 LBS.
10,000 to 49,000	5.50	7.00	
50,000 to 99,000	4.75	6.25	PER 1000
100,000 or more	4.00	5.50	
No. 47 or **47C** (3/4x7 ins.)			
1000 to 4000	8.50	10.00	
5000 to 9000	7.50	8.75	3 LBS.
10,000 to 49,000	7.00	7.75	
50,000 to 99,000	6.25	7.00	PER 1000
100,000 or more	5.50	6.25	

87C and 47C in the above price list indicates "V" notch.



IMPRINTING MACHINES

Imprints permanently 9000 plastic labels per hour. Automatic, compact. Rugged design. Terms available.

TY-ON AND STICK-IN PLASTIC LABELS

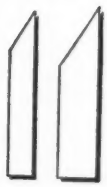
Durable, waterproof. 6 fadeproof colors. Imprinting additional.

PERMANENT PLOT MARKERS

Weather resistant 3x 5-in. plastic card. Inserts in 24-in. aluminum stake. Interchangeable. **50c** ea.

GARDEN MARKERS

All-aluminum tube stake 3 ft. long, 5 1/2x7-in. plastic insert card plus 2x7-in. interchangeable plastic pricing card. **$1.04 each.**



CUSTOM LABELS

Heavy plastic. Available in any size, with or without holes. Ask for quotations.

"SLIP-ON" E-Z LABEL

Fast application. Heavy duty. Double strength. Waterproof. **Fadeproof.** Red, green, yellow, orange, blue, white.

SEND COUPON TODAY!
P. O. Box 350 Daytona Beach, Fla.

ECONOMY LABEL SALES CO. INC.

ENCLOSED FIND $.....FOR WHICH YOU MAY SHIP THE FOLLOWING ITEMS CHECKED BELOW BY .....EXPRESS; .....PARCEL POST; .....MOTOR FREIGHT; .....BEST WAY.

YOUR NAME (print) .....

CITY..... ZONE..... STATE.....

STREET NO..... R.F.D..... BOX.....

SHIPPING POINT..... COUNTY.....

PLASTIC "SLIP-ON" LABELS (if different from post office)

SIZE	QUANTITY	IMPRINT NAME & ADDRESS	IMPRINT VARIETIES	IMPRINT TRADE-MARK	PRICE
NO. 25					
NO. 87					
NO. 87C					
NO. 47					
NO. 47C					

IMPRINT MY "SLIP-ON" LABELS AS FOLLOWS: .....

.....

*A VARIETY LIST IS ENCLOSED.....(yes or no). Made in U. S. A.

JAPANESE RED MAPLES

Seed-grown Acer palmatum atropurpureum.

Every one a very good red. Pot early.

Get new growth — sell this spring.

	Each 100 rate	Each 1000 rate
2-yr., X, 12 to 15 ins., br.	$0.55	$0.50
3-yr., XX, 12 to 15 ins., br.	.80	.75
3-yr., XX, 15 to 18 ins., br.	.95	.90
4-yr., XXX, 10 to 15 ins., bushy	1.10	1.05

(Other Sizes Available)

Bare root — shipped in sphagnum.

20% deposit, balance before delivery or C.O.D.

Specializing in Japanese Maples 17 Years

HUBBS NURSERIES

512-Rt. 130 **Riverton, N. J.**

waukee, who spoke on "Power of Enthusiasm." He ably proved to the audience that the nursery business is no different from any other and that an enthusiastic owner or salesman would be a big factor in the increase of sales. He stated that one of the biggest mistakes salesmen make is that they do not handle the customer the way he, the customer, feels; instead they follow their own feelings. He pointed out that few people get out of low gear and discover the meaning of enthusiasm. Mr. Dornoff stated that one should always talk to customers in a friendly and enthusiastic manner.

Developing Enthusiasm

In order to develop this enthusiasm, he suggested to the spellbound listeners that they write down the following points.:

(1) Set a goal or objective. (2) Fix this objective in your mind strongly. Be specific and write it down in one clear, concise statement and read it over at least once a week. (3) Have complete confidence in your own product. Get to know every phase and every angle of it. (4) Speak enthusiastically. (5) Speak distinctly and with expression.

A large percentage of those attending the meeting throughout the

FINER LINERS — Top Quality Prompt Service

LINING-OUT STOCK

HARDY ORNAMENTALS

CHOICE VARIETIES — FINEST QUALITY

We carry in season a very large selection of the best varieties (the real money-makers) in several grades, all of which are hardy here in northern New Jersey, as well as farther north. Our prices are right, and our quality and service are completely satisfactory. Quantity and pickup discounts are regularly given. Whether you write, phone or visit, we welcome your questions and the opportunity to help you with your lining-out requirements.

JOHN VERMEULEN & SON, Inc., NESHANIC STATION, N. J.

Growing Top-Quality Hardy Liners Exclusively since 1921

WHOLESALE CATALOG IS READY

on Quality Stock of

ILEX • TAXUS • PIERIS

DOGWOOD • BIRCH • PRUNUS

HEMLOCK • PINUS • ABIES

IMPERIAL NURSERIES *OF LONG ISLAND*
Miller Place, L. I., N. Y.

For Quality Stock
RICKERT NURSERIES
Successor to Moon's
Established 1767
MORRISVILLE, PA.

SCOTCH PINE SEEDLINGS FOR CHRISTMAS TREE GROWERS

Write for Complete Price List

SUN VALLEY NURSERIES

R. D. 3 Reynoldsville, Pa.

Here's why you get Better Trees and Nursery Stock from COLE

FOR more than three quarters of a century Cole Nursery Company has concentrated its efforts on developing and producing only the better varieties and highest-quality trees, shrubs, evergreens, hedge plants, vines and ground covers. The extensive experience gained since 1881 is now applied at our 1200-acre properties at Painesville and Circleville, Ohio. These large-scale operations are among the most modern nurseries in the industry.

Ideal soil and climate conditions, careful preparation and proper irrigation contribute to the quality of Cole plants. Highly mechanized systems of planting, cultivating and root pruning produce strong, healthy plants, with more compact root systems, at lower cost. Mechanical digging methods and careful packing assure delivery of Cole nursery stock in good condition with uninjured roots.

Literally millions of trees and plants, in more than 360 varieties, give you a dependable source of material to meet your needs in large quantity and wide variety. Write for our new catalog.

Spectacular SUNBURST
*(Plant Patent No. 1313)
The sensational, new two-color tree with brilliant yellow foliage on branch tips. It appears to burst with bloom all summer long.

Stock these patented New Cole Originals for sure profits

Cole's New IMPERIAL
(Plant Patent No. 1605)
The graceful, spreading, new Honeylocust that grows strong and straight *without staking*. A favorite of landscape men and tree experts.

Cole's new SKYLINE
(Plant Patent No. 1619)
Distinctive, stately variety with strong trunk and shapely crown. *Needs no staking*. Dark green foliage has heavy, leathery texture.

Cole's New MAJESTIC
(Plant Patent No. 1534)
A clean, graceful, symmetrically-branched tree. Produces a straight, sturdy trunk and compact crown *without staking or special trimming*.

Cole's New TALLHEDGE
(Plant Patent No. 1388)
A thornless, glossy Columnar Buckthorn that grows to 12 feet. Ideal for tall, narrow, dense hedges or screens. Bears colorful berries.

LARGE QUANTITIES
360 VARIETIES
WRITE FOR CATALOG

THE COLE NURSERY CO.
PAINESVILLE, OHIO

OHIO'S LARGEST
WHOLESALE NURSERY
ESTABLISHED 1881

T. G. OWEN & SON, INC.

Columbus, Miss.

FINISHED STOCK

These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one grade. If you order only 10 to 24 plants of a variety in one grade, add 10c per plant. If you order less than 10 plants of a variety in one grade, add 25c per plant. We extend to you a cordial invitation to visit our nursery.

Each 25 or more

Biota aurea nana (Berckmans)
12 to 15 ins., B&B $0.90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50
30 to 36 ins., B&B 1.75

Biota aurea pyramidalis compacta
24 to 30 ins., B&B 1.00
30 to 36 ins., B&B 1.25

Biota bakeri

Biota excelsa

Biota sibyli
18 to 24 ins., B&B ..... .75
24 to 30 ins., B&B 1.00
30 to 36 ins., B&B 1.25
3 to 4 ft., B&B 1.50
4 to 5 ft., B&B 2.00
5 to 6 ft., B&B 2.25

Biota Bonita
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
30 to 36 ins., B&B 1.75

Biota Bonita, upright
18 to 24 ins., B&B ..... .90
24 to 30 ins., B&B 1.00
30 to 36 ins., B&B 1.35
3 to 4 ft., B&B 1.60
4 to 5 ft., B&B 2.00

Biota Blue Cone
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50
3 to 4 ft., B&B 1.75

Biota excelsa compacta (Goodwin Strain)
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50

Biota fruitlandi
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50
30 to 36 ins., B&B 1.75
3 to 4 ft., B&B 2.00

Cedrus deodara
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50
30 to 36 ins., B&B 1.75

Blue Lawson Cypress
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25

Juniper, Andorra
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.15
18 to 24 ins., B&B 1.40
24 to 30 ins., B&B 1.75

Juniper, Andorra compacta
12 to 15 ins., B&B 1.25
15 to 18 ins., B&B 1.50
18 to 24 ins., B&B 1.75

Juniper, Pfitzer

Juniper, Pfitzer compacta
12 to 15 ins., B&B 1.00
15 to 18 ins., B&B 1.25
18 to 24 ins., B&B 1.50
24 to 30 ins., B&B 2.00
30 to 36 ins., B&B 2.50

Juniper, Pfitzer nana
12 to 15 ins., B&B 1.00
15 to 18 ins., B&B 1.25
18 to 24 ins., B&B 1.75
24 to 30 ins., B&B 2.25
30 to 36 ins., B&B 2.50

Juniper, Blue Vase (Texas Star Juniper)
10 to 12 ins., B&B ..... .90
12 to 15 ins., B&B 1.00

Juniper, Pfitzer Blue (Hill's Strain)
10 to 12 ins., B&B 1.00
12 to 15 ins., B&B 1.25
15 to 18 ins., B&B 1.50
24 to 30 ins., B&B 2.25
30 to 36 ins., B&B 2.50

Juniper, Blue-Gray

Juniper, glauca hetzi
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.75
30 to 36 ins., B&B 2.25

Each 25 or more

Juniper, chinensis fortunei
15 to 18 ins., B&B $1.25
18 to 24 ins., B&B 1.50
24 to 30 ins., B&B 1.75

Juniper, chinensis densa glauca
15 to 18 ins., B&B 1.25
2 to 3 ft., B&B 1.75

Juniper, excelsa stricta
12 to 15 ins., B&B ..... .85
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50
30 to 36 ins., B&B 2.25
3 to 4 ft., B&B 2.75

Juniper, hibernica fastigiata
24 to 30 ins., B&B ..... .90
30 to 36 ins., B&B 1.00

Juniper, sabina tamariscifolia
12 to 15 ins., B&B 1.25

Juniper, virginiana burki
24 to 30 ins., B&B 1.75
30 to 36 ins., B&B 2.00

Juniper, virginiana burki compacta
(A counterpart of the well-known J. virginiana burki, except that this one is a beautiful spreading type, maintaining the well-known color of the upright form.)
12 to 15 ins., B&B 1.25
15 to 18 ins., B&B 1.50
18 to 24 ins., B&B 1.75
24 to 30 ins., B&B 2.00
30 to 36 ins., B&B 2.50

Juniper, virginiana canaerti
24 to 30 ins., B&B 2.25
30 to 36 ins., B&B 2.50

Juniper, virginiana Dundee
30 to 36 ins., B&B 2.50
3 to 4 ft., B&B 3.50

Juniper, virginiana keteleeri
24 to 30 ins., B&B 2.00
30 to 36 ins., B&B 2.25
5 to 6 ft., B&B 3.50

Thuja occidentalis Hetz Winter Green

Thuja occidentalis pyramidalis
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
2 to 3 ft., B&B 1.50

Abelia grandiflora
18 to 24 ins., B&B ..... .75
2 to 3 ft., B&B 1.00

Berberis julianae
12 to 15 ins., B&B 1.00

Berberis sargentiana
12 to 15 ins., B&B ..... .90
24 to 30 ins., B&B 1.50

Buxus sempervirens croni
10 to 12 ins., B&B ..... .90
12 to 15 ins., B&B 1.00
15 to 18 ins., B&B 1.25
18 to 24 ins., B&B 1.50

Camellia sasanqua, Maiden's Blush
18 to 24 ins., B&B 1.25
2 to 3 ft., B&B 1.50

Cleyera japonica (Ternstroemia)
12 to 15 ins., B&B ..... .85

Elaeagnus fruitlandi
15 to 18 ins., B&B ..... .75
18 to 24 ins., B&B ..... .90
2 to 3 ft., B&B 1.00
4 to 5 ft., B&B 1.50

Euonymus japonicus aureo-variegatus
10 to 12 ins., B&B ..... .90

Euonymus radicans erectus
12 to 15 ins., B&B ..... .60
15 to 18 ins., B&B ..... .75
18 to 24 ins., B&B ..... .90
(Deduct 50% if wanted B.R.)

Gardenia radicans
12 to 15 ins., B&B ..... .70
15 to 18 ins., B&B ..... .80

Ilex cornuta burfordi
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25

Ilex cornuta, seedlings
15 to 18 ins., B&B ..... .90
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50
3 to 4 ft., B&B 2.00
4 to 5 ft., B&B 2.50

Ilex crenata convexa bullata
10 to 12 ins., B&B ..... .90
12 to 15 ins., B&B 1.00

Ilex crenata hetzi
10 to 12 ins., B&B ..... .85
12 to 15 ins., B&B 1.00
15 to 18 ins., B&B 1.25
24 to 30 ins., B&B 1.75

Each 25 or more

Ilex crenata rotundifolia
12 to 15 ins., B&B $1.00
15 to 18 ins., B&B 1.25

Ilex glabra (Inkberry)
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25
24 to 30 ins., B&B 1.50

Ilex opaca East Palatka
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50
3 to 4 ft., B&B 2.00
4 to 5 ft., B&B 2.50

Ilex opaca femina
3 to 4 ft., B&B 2.50
4 to 5 ft., B&B 2.75
5 to 6 ft., B&B 3.00

Ilex opaca Howard
18 to 24 ins., B&B 1.00
24 to 30 ins., B&B 1.25
30 to 36 ins., B&B 1.50
3 to 4 ft., B&B 2.00
4 to 5 ft., B&B 2.50

Ilex opaca Howard, seedlings
3 to 4 ft., B&B 2.00
5 to 6 ft., B&B 2.75
6 to 8 ft., B&B 4.00

Ilex vomitoria, dwarf
24 to 30 ins., B&B 2.50

Jasminum floridum
18 to 24 ins., B&B ..... .75
2 to 3 ft., B&B ..... .90
(Deduct 50% if wanted B.R.)

Laurel, Cherry
2 to 3 ft., B&B 1.25
3 to 4 ft., B&B 1.50

Ligustrum ionandrum
A government introduction.
(Very small leaves, low growing and bushy. Forms a perfect specimen without shearing.)
12 to 15 ins., B&B ..... .90
15 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25

Ligustrum japonicum
3 to 4 ft., B&B 1.25
4 to 5 ft., B&B 1.50

Ligustrum lucidum compactum

Ligustrum texanum
18 to 24 ins., B&B ..... .85
24 to 30 ins., B&B 1.00
30 to 36 ins., B&B 1.25

Magnolia grandiflora
18 to 24 ins., B&B 1.00
2 to 3 ft., B&B 1.25
3 to 4 ft., B&B 1.75
4 to 5 ft., B&B 2.25

Nandina domestica
12 to 15 ins., B&B ..... .60
15 to 18 ins., B&B ..... .75
18 to 24 ins., B&B ..... .90
24 to 30 ins., B&B 1.10

Osmanthus fortunei
12 to 15 ins., B&B ..... .75
15 to 18 ins., B&B ..... .90

Photinia serrulata
12 to 15 ins., B&B ..... .80
15 to 18 ins., B&B ..... .90
18 to 24 ins., B&B 1.00
2 to 3 ft., B&B 1.25

Viburnum tinus
30 to 36 ins., B&B 1.50
3 to 4 ft., B&B 1.75

Acer palmatum atropurpureum,
seedlings (Japanese Red-Leaved Maple)
12 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.50

Barberry, Red-Leaved
12 to 18 ins., B&B 1.00
18 to 24 ins., B&B 1.25

Cornus florida
2 to 3 ft., B&B 1.00
3 to 4 ft., B&B 1.40

Cornus florida rubra
18 to 24 ins., B&B 1.25
3 to 4 ft., B&B 2.50

Crape Myrtle, Wm. Toovey
18 to 24 ins., B&B ..... .90
2 to 3 ft., B&B 1.00

Cydonia japonica
18 to 24 ins., B&B ..... .90
2 to 3 ft., B&B 1.00
(Deduct 50% if wanted B.R.)

Lonicera, Flaming Beauty
12 to 18 ins., B&B ..... .85
18 to 24 ins., B&B 1.00

Spiraea reevesiana flore-pleno
3 to 4 ft., B&B 1.00
4 to 5 ft., B&B 1.25

T. G. OWEN & SON, INC. Columbus, Miss.

LINING-OUT STOCK

All potted liners in this list will be shipped in paper cups or pots without extra charge. Orders for 25 to 249 of a variety in one size take the 100 rate. Orders for 250 or more of a variety in one size take the 1000 rate.

	Each Per 100	Each Per 1000
Biota aurea nana (Berckmans)		
Biota aurea pyramidalis compacta		
Biota bakeri		
Biota Blue Cone		
Biota Bonita		
Biota Bonita, upright		
****Biota excelsa**		
Biota fruitlandi		
****Biota sibyli**		
2¼-in. pots	$0.17	$0.15
2½-in. pots	.18	.16
Strong rooted cuttings	.10	.08

Varieties marked by (**) double asterisk are not available in rooted cuttings.

Cedrus deodara		
2¼-in. pots	.18	.16
3 to 4 ins., seedlings	.10	.08
4 to 6 ins., seedlings	.12	.10
6 to 8 ins., seedlings	.14	.12
Juniper, Andorra		
Juniper, Pfitzer		
Juniper, Pfitzer compacta		
2¼-in. pots	.14	.12
2½-in. pots	.16	.14
Strong rooted cuttings	.10	.08
Juniper, Andorra compacta		
2¼-in. pots	.22	.20
2½-in. pots	.24	.22
Juniper, Pfitzer Blue (Hill's Strain)		
2¼-in. pots	.18	.16
Strong rooted cuttings	.12	.10
Juniper, Pfitzer nana		
2¼-in. pots	.20	.18
2½-in. pots	.22	.20
Juniper, Blue Vase (Texas Star Juniper)		
*2¼-in. pots	.18	.16
*2½-in. pots	.20	.18
Juniper, chinensis sargenti, blue		
Juniper, japonica procumbens		
2¼-in. pots	.22	.20
2½-in. pots	.24	.22
Juniper, excelsa stricta		
Juniper, hibernica fastigiata		
Juniper, glauca hetzi		
2¼-in. pots	.17	.15
2½-in. pots	.18	.16
Juniper, virginiana burki compacta (See description in B&B list)		
2¼-in. pots	.20	.18
2½-in. pots	.22	.20
Thuja occidentalis pyramidalis		
2¼-in. pots	.18	.16
2½-in. pots	.19	.17

We have these in surplus:
Note SPECIAL LOW PRICES!

	Each Per 100	Each Per 1000
****Taxus cuspidata**		
Taxus intermedia		
Taxus andersoni		
Taxus media browni, rooted cuttings only		
****Taxus media hicksi**		
Taxus media sieboldi (2¼ and 2½-in. pots only)		
4 to 6 ins., rooted cuttings	$0.08	$0.06
2¼-in. pots	.12	.10
2½-in. pots	.14	.12

(Varieties marked by (**) double asterisk, available in rooted cuttings and 2¼-in. pots.)

Abelia grandiflora		
2¼-in. pots	.15	.14
2½-in. pots	.16	.15
Berberis julianae		
2¼-in. pots	.17	.16
2½-in. pots	.18	.17
Buxus japonica		
2¼-in. pots, heavy	.11	.10
2½-in. pots, heavy	.12	.11
Cleyera japonica (Ternstroemia)		
2½-in. pots	.18	.17
Cleyera ochnacea		
2¼-in. pots	.17	.16
2½-in. pots	.19	.18
3-in. pots	.21	.20
Elaeagnus fruitlandi		
2¼-in. pots	.13	.12
2½-in. pots	.15	.14
Elaeagnus pungens, dwarf		
2¼-in. pots	.19	.18
2½-in. pots	.21	.20
Euonymus japonicus aureo-variegatus		
2¼-in. pots	.17	.16
Euonymus radicans erectus		
2¼-in. pots	.10	.09
Hedera helix (English Ivy)		
2¼-in. pots	.11	.10
2½-in. pots	.13	.12
Gardenia fortunei		
2½-in. pots	.16	.15
Ilex cornuta femina		
2¼-in. pots	.13	.12
2½-in. pots	.15	.14
Ilex crenata buxifolia		
Ilex crenata repandens		
2¼-in. pots	.13	.12
2½-in. pots	.15	.14
Ilex crenata convexa bullata		
Ilex crenata hetzi		
2¼-in. pots	.14	.13
2½-in. pots	.15	.14
4x 6 ins., beds, well-br.	.14	.13
6x 8 ins., beds, well-br.	.15	.14
8x12 ins., beds, well-br.	.17	.16
Ilex crenata rotundifolia		
2½-in. pots	.15	.14
6x 8 ins., bed-grown, well-br.	.12	.11
6x 8 ins., field-grown	.16	.15
8x12 ins., field-grown	.18	.17

	Each Per 100	Each Per 1000
Ilex crenata fosteri No. 1 A new, very low growing, very compact spreader. Its small serrated leaves are not convex and are more pointed than those of convexa. 2¼-in. pots	$0.18	$0.16
Ilex crenata, seedlings		
2-in. pots	.09	.08
2¼-in. pots	.11	.10
3x4 ins., bed-grown	.05	.04
Ilex opaca East Palatka		
2¼-in. pots	.13	.12
2½-in. pots	.14	.13
Ilex opaca femina		
2½-in. pots	.18	.17
Ilex opaca Howard		
2½-in. pots	.14	.13
Jasminum floridum		
2¼-in. pots	.10	.09
Laurel, Cherry		
2¼-in. pots	.14	.13
2½-in. pots	.15	.14
Ligustrum japonicum		
2¼-in. pots	.11	.10
Ligustrum texanum		
2¼-in. pots	.16	.15
Magnolia grandiflora		
2¼-in. pots	.14	.13
2½-in. pots	.15	.14
3x4 ins., bed-grown seedlings	.06	.05
Nandina domestica		
2¼-in. pots	.11	.10
2½-in. pots	.13	.12
Osmanthus fortunei		
2½-in. pots	.18	.17
Photinia glabra		
*2¼-in. pots	.17	.16
Photinia serrulata		
2¼-in. pots	.16	.15
4x6 ins., seedlings	.04	.03
Pittosporum tobira		
2¼-in. pots	.11	.10
Pyracantha belli		
2¼-in. pots	.19	.17
2½-in. pots	.20	.18
Pyracantha lalandi		
2¼-in. pots	.12	.10
2½-in. pots	.15	.14
Strong rooted cuttings	.07	.06
Pyracantha yunnanensis		
2¼-in. pots	.16	.15
Viburnum tinus		
2½-in. pots	.10	.09
Acer palmatum atropurpureum, seedlings		
2¼-in. pots	.21	.20
*2½-in. pots	.26	.25
Barberry, Red-leaved		
2¼-in. pots	.11	.10
2½-in. pots	.13	.12
Cornus florida		
2¼-in. pots	.09	.08
4x6 ins., bed-grown seedlings	.03	.02½

SPECIAL NOTICE: Items marked by (*) asterisk will be available for delivery late spring of 1961. All items not so marked are ready for immediate or later shipment to suit customer's requirements.

CONTAINER-GROWN STOCK

PLEASE NOTE: Our container-grown plants are listed according to grade, which enables you to determine what you are getting for your money.
These prices are strictly based on wholesale quantities, 25 or more plants of a variety in one container size and one grade.
If you order 10 to 24 plants of a variety in one container size and one grade, add 5c per plant.
If you order less than 10 plants of a variety in one container size and one grade, add 10c per plant.

	1-gal. Each 25 or more	2-gal. Each 25 or more
Kurume and Hybrid Azaleas		
Christmas Cheer, red		
Hinodegiri, fiery-red		
Innocence, white		
Pink Banner, vivid carmine-pink		
6 to 8 ins.	$0.50	...
8 to 10 ins.	.55	...
10 to 12 ins. (Hinodegiri only)	.65	...
Abelia grandiflora		
12 to 15 ins.	.50	...
15 to 18 ins.	.55	...
Cleyera japonica (Ternstroemia)		
10 to 12 ins.	.55	...
12 to 15 ins.	.60	...
15 to 18 ins.	.70	...
Cotoneaster parneyi		
15 to 18 ins.	.55	...
Elaeagnus, dwarf		
12 to 15 ins.	.70	...
Euonymus radicans erectus		
12 to 15 ins.	.50	...

	1-gal. Each 25 or more	2-gal. Each 25 or more
Ilex aquifolium		
8 to 12 ins.	$0.50	...
12 to 15 ins.	.60	...
Ilex cornuta burfordi		
10 to 12 ins.	.50	...
12 to 15 ins.	.55	$1.00
15 to 18 ins.	.65	1.10
18 to 24 ins.	...	1.40
Ilex cornuta rotunda		
8 to 10 ins.	.75	...
12 to 15 ins.	...	1.35
Ilex crenata buxifolia		
6 to 8 ins.	.50	...
8 to 10 ins.	.55	...
Ilex crenata convexa bullata		
8 to 10 ins.	.55	...
10 to 12 ins.	.65	...
12 to 15 ins.	.75	1.20
15 to 18 ins.	...	1.30
Ilex crenata hetzi		
****Ilex crenata repandens**		
Ilex crenata rotundifolia		
6 to 8 ins.	.50	...
8 to 10 ins.	.55	...
10 to 12 ins.	.60	1.00
12 to 15 ins.	...	1.10
15 to 18 ins.	...	1.20

Variety marked by (**) double asterisk available in 2-gallon size only.

Ilex opaca femina		
12 to 18 ins.	.60	...
Ilex vomitoria, dwarf		
6 to 8 ins.	.55	...
8 to 10 ins.	.70	...

	1-gal. Each 25 or more	2-gal. Each 25 or more
Ligustrum lucidum compactum		
Ligustrum texanum		
12 to 18 ins.	$0.50	...
18 to 24 ins.	.60	...
Magnolia grandiflora		
12 to 18 ins.	.55	...
Osmanthus fortunei		
10 to 12 ins.	.50	...
12 to 15 ins.	.55	...
Pittosporum tobira		
10 to 12 ins.	.50	...
12 to 15 ins.	.55	...
Podocarpus sinensis		
12 to 15 ins.	.50	...
15 to 18 ins.	.55	...
Pyracantha belli		
12 to 15 ins.	.50	...
15 to 18 ins.	.55	...
18 to 24 ins.	.60	...
Pyracantha coccinea lalandi		
15 to 18 ins.	.50	...
18 to 24 ins.	.60	$1.25
2 to 3 ft.	.70	1.40
Pyracantha formosana		
12 to 18 ins.	.50	...
Pyracantha Government Red		
18 to 24 ins.	.75	...
Pyracantha graberi		
12 to 18 ins.	.50	...
18 to 24 ins.	...	1.10
Pyracantha Kasan		
18 to 24 ins.	.55	...
2 to 3 ft.	.65	...

READY FOR IMMEDIATE DELIVERY!

HARDY - VERSATILE

EMERALD

EUONYMUS SHRUBS

especially created

FOR HEDGING • FOUNDATION

OR ORNAMENTAL USE

EMERALD CHARM
Plant Patent 1079

EMERALD LEADER
Plant Patent 881

EMERALD PRIDE
Plant Patent 1073

EMERALD CUSHION
Plant Patent 1112

Now! A new and exciting all-purpose Euonymus Shrub has been created through scientific hybridizing for the home gardener. These hardy, broad-leaved evergreen shrubs have been developed in four distinctly different types for formal and informal plantings.

EMERALD CHARM — a compact, bushy shrub with dark green leaves — grows in a natural upright form 4 to 5 ft. tall with 18-in. spread.

EMERALD LEADER — a decorative, bushy evergreen, beautifully clustered with orange berries to contrast with glossy green leaves. Grows 4 to 5 ft. tall with 2½-ft. spread.

EMERALD PRIDE — an excellent dwarf evergreen grows 4 ft. tall with 3½ ft. spread.

EMERALD CUSHION — very dwarf and dense; compact evergreen. Grows 15 to 18 ins. with 3-ft. spread.

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CASSINELLI'S GLENDALE NURSERIES, INC.
GLENDALE, OHIO

COMMERCIAL NURSERY CO.
DECHERD, TENN.

CORLISS BROS.
INCORPORATED

IPSWICH 2, MASSACHUSETTS

day joined in a banquet at the Top Hat Club for an enjoyable evening of informal discussion.

The success of this first University day was such that the nurserymen arranged to meet with the university staff to make preparations for a repeat performance next year.

CANADIAN HORTICULTURAL CORRESPONDENCE COURSE

In the first week of March, 1961, 85 students will complete their first-year study program of a 3-year correspondence course in horticulture. This course is the product of years of planning by education committees of the Ontario Parks Association, Canadian Association of Nurserymen and Ontario Agricultural College. With the support of the Ontario Nurserymen's Association and Ontario Landscape Contractors' Association, the study program was launched in April, 1960.

The three fields of study initially provided through this course are parks management, nursery management and landscape contracting. A more recent addition, at the request of the Allied Florists and Growers of Canada, is a division of commercial floriculture.

The objectives of the school are to improve the students' vocational performance by providing training in (a) technical areas such as horticulture, botany, soils and engineering, as well as (b) business administration, personnel management, public relations, municipal law, advertising and accounting.

By July, 1960, it was discovered that a quota of 100 students must be fixed, which was reached before the fall schedule commenced. Many applicants, limited by the quota, have enrolled in the 1961-62 study program, which will get under way April 1, 1961, for those enrolled in the regular schedule and October 1, 1961, for those enrolled in the fall and winter schedule.

The majority of students enrolled are from Ontario, but 10 per cent of the students are from other provinces, and the course administrators would welcome students from the United States.

The student is required to study five subjects each year. Basic subjects are compulsory the first and third year, while electives may be studied the second year. It is necessary to complete successfully 15 subjects before the O. D. H. (Ontario diploma in horticulture) will be awarded. Any subject may be studied as a special subject at a modest fee. Twenty-eight horticultural subjects will be avail-

UPGRADE YOUR SERVICE WITH THESE *New*

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IN TODAY'S NURSERY OR GARDEN CENTER

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EVERGREEN SEEDLINGS
SPRING, 1961, WHOLESALE PRICE LIST

Scotch Pine	Per 100	Per 1000
2-yr., 2 to 4 ins.	$ 1.50	$ 7.50
4 to 8 ins.	4.00	20.00
3-yr., 6 to 12 ins.	4.00	20.00
8 to 14 ins.	4.00	20.00
10 to 18 ins.	5.00	25.00
4-yr., 12 to 22 ins.	7.00	35.00

Special low prices on complete beds of 3 and 4-yr. Scotch Pine. Inquire for details.

French Scotch Pine		
2-yr., 1 to 3 ins.	1.50	7.50
3 to 6 ins.	4.00	20.00
3-yr., 6 to 13 ins.	5.00	25.00
4-yr., 13 to 20 ins.	8.00	40.00
(2-3), 6 to 10 ins.	10.00	50.00
10 to 15 ins.	16.00	75.00
15 to 18 ins.	25.00	....
Spanish Scotch Pine		
2-yr., 1 to 3 ins.	1.50	7.50
3 to 6 ins.	4.00	20.00
4 to 8 ins.	5.00	25.00
3-yr., 6 to 12 ins.	5.00	25.00
4-yr., 8 to 15 ins.	8.00	40.00
Ponderosa Pine		
2-yr., 3 to 6 ins.	3.00	15.00
3-yr., 6 to 14 ins.	5.00	25.00
4-yr., 12 to 18 ins.	10.00	....
White Pine		
2-yr., 1 to 2 ins.	2.00	10.00
2 to 5 ins.	3.00	15.00
3-yr., 4 to 8 ins.	7.00	....
Red Pine		
2-yr., 2 to 4 ins.	3.00	15.00
3-yr., 5 to 10 ins.	5.00	25.00
4-yr., 10 to 17 ins.	10.00	....
Mugho Pine		
3-yr., 1 to 3 ins., height or spread	....	35.00
(2-3), 6 to 12 ins., 50c each		
(2-4), 10 to 18 ins., $1.00 each		
Austrian Pine		
2-yr., 1 to 3 ins.	1.50	7.50
3 to 5 ins.	3.00	15.00
3-yr., 8 to 15 ins.	6.00	30.00
4-yr., 15 to 20 ins.	10.00	50.00

Douglas Fir	Per 100	Per 1000
3-yr., 2 to 4 ins.	$ 3.00	$ 15.00
4 to 8 ins.	6.00	30.00
4-yr., 3 to 5 ins.	4.00	20.00
5 to 10 ins.	8.00	40.00
5-yr., 8 to 15 ins.	15.00	....
(2-2), 3 to 7 ins.	10.00	....
(2-3), 7 to 12 ins.	20.00	....
Concolor Fir		
3-yr., 2 to 4 ins.	3.00	15.00
4 to 8 ins.	8.00	40.00
4-yr., 7 to 12 ins.	12.00	....
Balsam Fir		
3-yr., 1 to 3 ins.	3.00	15.00
3 to 6 ins.	6.00	30.00
(2-2), 4 to 8 ins.	15.00	....
Fraser Fir		
2-yr., 1 to 2 ins.	4.00	....

We have had many requests in the past for small seedlings that a person may secure at a low price and then put them in transplant beds for a few years prior to field planting. For these people and for others who have the same idea, we are now listing this small size at a very low figure. We do not recommend these for direct field planting except in areas where they have proved themselves. The size of the following seedlings is 1 to 2 ins. No discount. Net price.

Scotch Pine, $5.00 per 1000
Blue Spruce, $8.00 per 1000

Colorado Blue Spruce		
3-yr., 2 to 4 ins.	2.00	12.50
4 to 8 ins.	5.00	25.00
4-yr., 6 to 10 ins.	8.00	40.00
10 to 16 ins.	13.00	65.00
(3-2), 3 to 6 ins.	10.00	50.00
6 to 12 ins.	20.00	90.00
12 to 15 ins.	50.00	....

White Spruce	Per 100	Per 1000
3-yr., 2 to 4 ins.	$ 2.00	$ 12.50
4 to 8 ins.	5.00	25.00
4-yr., 8 to 12 ins.	7.00	35.00
(2-4), 6 to 12 ins.	13.00	65.00
12 to 18 ins.	20.00	100.00
18 to 24 ins.	30.00	150.00
Black Spruce		
3-yr., 2 to 4 ins.	2.00	12.50
4 to 8 ins.	4.00	20.00
Black Hills White Spruce		
3-yr., 1 to 3 ins.	2.00	12.50
3 to 6 ins.	5.00	25.00
4-yr., 6 to 12 ins.	8.00	40.00
Engelmann Spruce		
3-yr., 1 to 3 ins.	2.00	12.50
3 to 6 ins.	4.00	20.00
6 to 10 ins.	7.00	35.00
Norway Spruce		
2-yr., 2 to 4 ins.	2.00	10.00
4 to 8 ins.	4.00	20.00
3-yr., 6 to 10 ins.	5.00	25.00
10 to 14 ins.	7.00	35.00
4-yr., 14 to 20 ins.	10.00	50.00
(2-2), 3 to 6 ins.	8.00	40.00
6 to 12 ins.	13.00	65.00
10 to 20 ins.	25.00	....
Arborvitae		
3-yr., 2 to 4 ins.	4.00	20.00
4 to 8 ins.	7.00	35.00
7 to 12 ins.	15.00	....
Canadian Hemlock		
2-yr., 1 to 3 ins.	5.00	....
(3-2), 4 to 8 ins.	15.00	75.00
8 to 12 ins.	25.00	125.00
10 to 14 ins.	35.00	....
Juniperus virginiana		
(2-3), 10 to 18 ins., 35c each		
18 to 30 ins., 50c each		
Juniperus communis depressa		
(2-3), 10 to 18 ins., 35c each		
Taxus cuspidata capitata, upright pyramidal		
3-yr., 1 to 3 ins.	....	50.00
3 to 8 ins.	15.00	....

PLEASE NOTE

May we advise booking your order early —NOW—and avoid disappointment. Some items are in limited supply. May we therefore advise you to list secondary choices on late orders.

TERMS

Discount of 5% allowed on purchase of 5,000 of one kind and size. Write for our larger discounts on larger purchases and FREE 1961 Spring Wholesale Price List. All orders must be accompanied by a payment in full or a 25% down payment, balance C.O.D.

CANALE'S FOREST NURSERY

Phone: ELderton, FLeetwood 4-2461
Shelocta, Pa.

able for study purposes this year. Seven additional subjects will be added next year. A suitable textbook, supplemental notes and a study outline are supplied with each subject.

The syllabus of study and directed in-training program will allow (a) the experienced horticultural worker a chance to improve himself academically; (b) all personnel now working an opportunity to improve their basic or academic understanding of horticultural subjects, and (c) students presently studying horticulture at educational institutions an opportunity to acquire additional training.

There is no age limit or minimum standard for enrollment. Many students with college and university educations are presently enrolled.

The first-year study program will start March 1, 1961, the second-year program, April 1, 1961.

A student may win one of 10 scholarships made available by commercial firms and associations.

For additional information, contact: Director, horticultural correspondence courses, department of extension education, Ontario Agricultural College, Guelph, Ontario, Canada.

PACHYSANDRA TERMINALIS

	Per 100	Per 1000
1-yr., field-grown	$ 5.00	$ 45.00
Lots of 3000	....	42.50
2¼-in. pot-grown, 2 to 3 plants per pot	12.00	105.00

VINCA MINOR BOWLES VARIETY

2¼-in. pot-grown	16.50	150.00
Lots of 3000	....	145.00
Hedera helix, 2¼-in. pot-grown	12.50	115.00
Hedera helix baltica, 2¼-in. pot-grown	13.00	120.00
Hedera helix gracilis, 2¼-in. pot-grown	13.00	120.00
Euonymus fortunei radicans, 2-yr., field-grown	25.00	.....

HANSEN BROS. NURSERIES, INC.

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JAPANESE RED BARBERRY

	Per 100	Per 1000	Per 5000
2-yr., S., 6 to 9 ins.	$ 6.00	$ 50.00	$200.00
2-yr., S., 9 to 12 ins.	8.00	70.00	300.00
2-yr., S., 12 to 18 ins.	10.00	90.00	400.00
2-yr., S., 18 to 24 ins.	15.00	125.00	575.00
3-yr., T., lightweight, 18 to 24 ins.	27.50	240.00	.....
4-yr., T., heavy, 12 to 15 ins.	25.00	225.00	.....
4-yr., T., heavy, 15 to 18 ins.	30.00	275.00	.....
4-yr., T., heavy, 18 to 24 ins.	35.00	325.00	.....
4-yr., T., heavy, 2 to 2½ ft.	37.50	350.00	.....

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Highest-Quality
NORTHERN ALABAMA GROWN ORNAMENTALS

For spring, 1961, we can still offer, in quantity, the stock listed below.

All merchandise has been properly grown and sheared as needed.

All first class.

Pictured below are our young, healthy, assorted evergreens.

LOOK at these specials, anything for a buck—$1.00—in this group. Your choice of items and sizes — surplus, first-class, healthy B&B stock — 30,000 conifers represented in this special.

Berckmans Golden Arborvitae
15 to 18 ins., 18 to 24 ins., 24 to 30 ins.
Baker Arborvitae
24 to 30 ins., 3 to 3½ ft.
Bonita Arborvitae
15 to 18 ins., 18 to 24 ins.
American Globe Arborvitae
15 to 18 ins., 18 to 24 ins.
Elegantissima Arborvitae, 18 to 24 ins.
Pfitzer Juniper, 12 to 18 ins.
Fastigiata Juniper, 3 to 4 ft.
Greek Juniper
15 to 18 ins., 18 to 24 ins., 24 to 30 ins.
Savin Juniper, 15 to 18 ins.
Hetzi Juniper
15 to 18 ins., 18 to 24 ins.
Kiyoni Juniper, 4 to 5 ft.
Polish Juniper, 3 to 4 ft.

Yes, we've gone crazy, but have to sacrifice these perfect conifers. That's right, any size you want in the above list for $1.00, our loss, your gain.

	Each
Abelia grandiflora	
18 to 24 ins., B&B	$0.75
2 to 3 ft., B&B	1.00
Barberry, julianae, evergreen	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Buxus sempervirens (American Boxwood)	
12 to 15 ins., B&B, heavy	1.50
15 to 18 ins., B&B, heavy	2.00
18 to 21 ins., B&B, heavy	2.50
Camellia sasanqua Cleopatra	
15 to 18 ins., B&B	1.25
Elaeagnus fruitlandi	
18 to 24 ins., B&B	1.00
Gardenia fortunei	
15 to 18 ins., B&B	.80
18 to 24 ins., B&B	1.00
Gardenia radicans and stricta nana	
15 to 18 ins., B&B	.80
18 to 24 ins., B&B	1.00
Ilex cornuta femina	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex cornuta compacta	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex cornuta burfordi	
12 to 15 ins., B&B	1.00
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
Ilex crenata	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex crenata bullata (convexa)	
10 to 12 ins., B&B	1.00
12 to 15 ins., B&B	1.25
Ilex crenata hetzi	
15 to 18 ins., B&B	1.25
Ilex crenata helleri	
10 to 12 ins., B&B	1.50
Ilex crenata rotundifolia	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Ilex East Palatka	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.50
2½ to 3 ft., B&B	1.75
3 to 4 ft., B&B	2.50
4 to 5 ft., B&B	3.00
Ilex opaca femina — Croonenburg, Taber No. 3, Lake City and Howard	
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
3 to 4 ft., B&B	3.00
4 to 8 ft., B&B, **$1.00** per foot	
Ilex opaca fosteri No. 2	
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
30 to 36 ins., B&B	2.50
Ilex vomitoria nana Shillings Dwarf	
10 to 12 ins., B&B	1.50
12 to 15 ins., B&B	2.00

	Each
Jasmine, floridum (Showy Jasmine)	
18 to 24 ins., B&B	$1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
Ligustrum lucidum compactum and Ligustrum pendulum	
18 to 24 ins., B&B	1.00
24 to 30 ins., B&B	1.25
30 to 36 ins., B&B	1.50
Magnolia grandiflora	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.50
3 to 4 ft., B&B	2.50
Mahonia bealei	
12 to 15 ins., B&B	1.00
Nandina domestica	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
Osmanthus ilicifolius (Holly-Leaved Osmanthus)	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Pittosporum tobira	
15 to 18 ins., B&B	1.00
18 to 24 ins., B&B	1.25
Prunus caroliniana (Cherry Laurel)	
18 to 24 ins., B&B	1.00
2 to 3 ft., B&B	1.25
3 to 4 ft., B&B	1.50
4 to 5 ft., B&B	2.00
5 to 6 ft., B&B	2.75
6 to 7 ft., B&B	3.75
Pyracantha formosana	
1 gal., 18 to 24 ins.,	.75
2 to 3 ft., B&B, R.P., staked	2.00
Pyracantha lalandi	
1 gal., 2 to 3 ft.	1.00
Scotch Broom	
2 to 3 ft., T., heavy, B&B	.75
3 to 4 ft., T., heavy, B&B	1.00
Azalea Hinodegiri (Kurume)	
6 to 8 ins.	.65
8 to 10 ins.	.80
10 to 12 ins.	1.00

NOTE: Also small quantities of **Cavalier, Corydon, Christmas Cheer, Coral Bells, Glory, Illusion, Kaempferi, Prudence, Snow** and **Treasure.**

	Each
Juniperus conferta (Shore Juniper)	
12 to 15 ins., B&B	1.10
Juniperus virginiana burki	
2 to 3 ft., B&B	2.00
Juniperus virginiana canaerti	
2 to 3 ft., B&B	2.00
Juniperus chinensis pfizeriana — Pfitzer and Blue	
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
24 to 30 ins., B&B	2.00
Juniperus chinensis compacta (Compact Pfitzer Juniper)	
12 to 15 ins., B&B	1.10
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50

	Each
Juniperus chinensis compacta, Nick's	
12 to 15 ins., B&B	$1.10
15 to 18 ins., B&B	1.25
18 to 24 ins., B&B	1.50
Juniperus horizontalis plumosa (Andorra Juniper)	
12 to 15 ins., B&B	1.10
15 to 18 ins., B&B	1.25
Mugho Pine	
10 to 12 ins., T., B&B	1.50
12 to 15 ins., T., B&B	2.00
Norway Spruce	
15 to 18 ins., T., B&B	1.50
18 to 24 ins., T., B&B	1.75
Taxus cuspidata	
15 to 18 ins., B&B	2.00
Thuja occidentalis woodwardi, Globe	
12 to 15 ins., B&B	1.00

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Field-grown and bedded liners — liberal grades — packed right. The very best to be found — try them, they'll make you money!

	Per 100
Gardenia radicans	
8 to 12 ins., T.	$12.50
Ilex crenata bullata (convexa)	
6 to 12 ins., T.	12.50
Ilex crenata rotundifolia	
6 to 12 ins., T.	12.50
Ilex opaca, female	
8 to 12 ins., field-grown	20.00
Biota aurea nana (Berckmans Golden Arborvitae)	
8 to 12 ins., T.	15.00
8 to 12 ins., TT., field-grown, heavy	20.00
Biota Bonita (Bonita Arborvitae)	
8 to 12 ins., T.	15.00
Juniperus pfitzeriana (Pfitzer Juniper)	
6 to 12 ins., field-grown	15.00
Juniperus, Pfitzer Compact	
6 to 8 ins., 1-yr., field-grown	15.00
8 to 12 ins., 2-yr., field-grown, heavy	20.00
Juniperus excelsa stricta (Greek Juniper)	
6 to 12 ins., 1-yr., field-grown	10.00
Juniperus fastigiata (Improved Irish Juniper)	
6 to 8 ins., 1-yr., field-grown	10.00
8 to 12 ins., 2-yr., field-grown	12.50
12 to 18 ins., jumbo, field-grown	15.00
Juniperus glauca hetzi	
6 to 12 ins., 1-yr., field-grown	10.00
10 to 15 ins., 2-yr., field-grown	15.00
12 to 18 ins., 3-yr., TT., field-grown, extra-heavy	20.00
Juniperus horizontalis plumosa (Andorra Juniper)	
6 to 12 ins., 1-yr., field-grown	12.00
8 to 12 ins., 2-yr., field-grown	15.00

Also many conifers, broad-leaves, flowering and shade trees, flowering shrubs and liners in small quantities not listed.

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	Each
Dark Green American Arborvitae	
4 ft., B&B	$4.00
5 ft., B&B	5.00
6 ft., B&B	6.00
Globe Arborvitae	
15 ins., B&B	1.50
18 ins., B&B	1.75
24 ins., B&B	2.00
Pyramidal Arborvitae	
4 ft., B&B	4.00
5 ft., B&B	5.00
6 ft., B&B	6.00
8 ft., B&B	8.00
Canadian Hemlock, tightly sheared	
36 ins., B&B	4.00
Greek Juniper	
18 ins., B&B	2.50
Hetz Juniper, spreader	
15 ins., B&B	1.75
18 ins., B&B	2.00
24 ins., B&B	2.50
Irish Juniper	
4 ft., B&B	2.25
Pfitzer Juniper	
15 ins., B&B	2.00
Norway, White, and **Black Hills Spruce**	
3 ft., B&B	3.00
4 ft., B&B	4.00
Taxus browni	
18 ins., B&B	4.50
24 ins., B&B	5.25
Taxus capitata	
24 ins., B&B	5.00
30 ins., B&B	6.25
36 ins., B&B	7.50
42 ins., B&B	8.75

EVERGREENS—Continued

	Each
Taxus cuspidata	
15 ins., B&B, heavy	$3.50
18 ins., B&B	4.25
24 ins., B&B	5.00
30 ins., B&B	6.00
36 ins., B&B	7.00
Taxus hicksi	
15 ins., B&B, heavy	3.50
18 ins., B&B	4.25
24 ins., B&B	5.00
Taxus intermedia	
15 ins., B&B	3.00

BROAD-LEAVED EVERGREENS

	Each
Azaleas, evergreen, 18 ins., B&B	$3.00
Azalea mollis	
Unbudded, br., 9 ins., B.R.	.35
Budded, br., 9 ins., B.R.	.60
15 ins., B&B	1.25
18 ins., B&B	2.00
Cotoneaster adpressa, 12 ins., can	1.50
Euonymus Sarcoxie, upright, 2 ft., B&B	1.00
Ilex aquifolium, 2-gal. can	2.00
Ilex crenata convexa	
12 ins., B&B	1.50
15 ins., B&B	2.00
18 ins., B&B	2.50
24 ins., B&B	3.00
Ilex crenata Stokes (Patented)	
12 ins., can	1.50
Ilex hetzi	
15 ins., B&B	2.00
18 ins., B&B	2.50
24 ins., B&B	2.90
30 ins., B&B	3.50

BROAD-LEAVED EVERGREENS—Continued

Ilex rotundifolia
15 ins., B&B
18 ins., B&B
24 ins., B&B
30 ins., B&B

Leucothoe
12 ins., can
18 ins., B&B
24 ins., B&B

Mountain Laurel
15 ins., B&B
18 ins., B&B
24 ins., B&B

Pieris japonica
10 ins., pot
15 ins., pot
18 ins., B&B
24 ins., B&B

Pyracantha lalandi
9 ins., pot
15 ins., pot
24 ins., pot

Rhododendron Hybrids
12 ins., pot
12 ins., pot, budded
15 ins., pot
15 ins., pot, budded
15 ins., B&B
18 ins., B&B
24 ins., B&B

Rhododendron—Dr. H. C. Dresselhuys, Catawbiense album, English roseum, Cunningham's White
15 ins., B&B
18 ins., B&B
24 ins., B&B

NEW JERSEY AT TRENTON

[Continued from page 12]

within interchanges and safety rest areas.

He revealed that complete landscape plans have been prepared for all interstate highways being designed and constructed in New Jersey, and that a review of interstate highway construction costs in rural areas of the state indicates that 3 per cent of the total construction cost is being spent for roadside development items — topsoiling, fertilizing, seeding, mulching and planting. He predicted a great increase in the use of plants as the highway construction program expands.

The meeting was recessed for luncheon, at which Benjamin Werne, Food Producers Council, Inc., gave an interesting talk on some of his experiences with the council.

Plant Panel

The afternoon program was devoted to a panel discussion on new and unusual plants, moderated by George A. Ehrle, George L. Ehrle Nursery, Clifton. A group of New Jersey nurserymen displayed specimens of plants which are not widely known and gave a brief description of their habits and potential uses.

Edward Wyckoff, Red Spade Nursery, Morristown, N. J., presented the following fine plants:

Ilex opaca Pincushion—A compact American holly with unusual proportions, growing about four feet high and four to five feet across. It is extremely hardy and has good foliage, and will be available to the trade in a few years.

Pieris japonica Dorothy Wyckoff—This plant is similar in all respects to japonica, but has truly pink flowers.

Ilex aquipernyi, male—An excellent fine-textured holly with excellent foliage and narrow, upright growth for landscape use. It is hardy in most of New Jersey.

Tsuga canadensis prostrate — A flat-growing hemlock that looks much like Bar Harbor juniper in form. Although dwarf, it is not so slow in growth as to make it commercially impractical. It cannot be used in full sun, as it will burn.

Tsuga canadensis, fountain type—An unusual hemlock, with a habit and size similar to those of the Pfitzer juniper. A potentially good landscape plant for use where this form is desired, and where conditions are other than full sun.

Ted Cox, Cedar Grove Garden Center, commented on the second group of plants:

Rhododendron Ramapo — This dwarf, hardy, evergreen was introduced in 1943. It is extremely compact, with small leaves, and looks much like the azalea types. Flower color is soft violet pink. It is good for rock gardens or for other detailed plantings.

Rhododendron Windbeam — Another hybrid introduced in 1943. This is a fairly hardy plant with flowers that open white and change to a soft pink. It is evergreen and will thrive on poor soil. It is similar in

RUBS

	Each
rberry, Crimson Pygmy	
Pot	$1.00
ueberries	
4 ins., B&B	2.00
onia (Red-Flowering Quince)	
4 ins., B.R.	.60
onymus alatus	
ft., B&B	2.50
ft., B&B	3.50
onymus alatus compactus	
4 ins., B&B	1.75
3 ft., B&B	2.50
4 ft., B&B	3.50
rsythia Lynwood Gold	
ft.	.60
rsythia suspensa	
ft.	.60
ustrum (Golden Vicary Privet)	
Pot	1.00
gnolia nigra	
ft.	5.50
gnolia soulangiana	
ft., B&B	5.00
burnum carlesi	
18 ins., B&B	2.50
24 ins., B&B	3.00
36 ins., B&B	3.50
burnum dentatum	
3 ft., B.R.	.60
burnum lantana	
ft., B&B	2.00

EAVY BEDDED LINERS

	Each
alea mollis	
1-yr., TT.	$0.25
2-yr., TT., br.	.35
3-yr., 12 to 15 ins., potting grade	.75
x hetzi	
9 to 15 ins.	.45
ucothoe catesbaei	
7 to 12 ins.	.45
eris floribunda	
6 to 12 ins.	.45
12 to 15 ins.	.75
eris japonica	
6 to 9 ins.	.45
Potting grade	.75
hododendron Hybrid Seedlings	
6 to 9 ins.	.75
9 to 12 ins.	1.00

TREES

	Each
American Redbud	
4 ft., B&B	$ 2.50
5 ft., B&B	3.00
6 ft., B&B	4.00
7 ft., B&B	5.00
Amur Cork	
6 ft., B&B	6.00
Kwanzan Cherry	
5 ft., B.R.	4.50
Naden Cherry	
4 ft., B&B	5.00
Weeping Cherry	
6 ft., B.R.	5.25
6 ft., B&B	6.50
Dogwood, Red-flowering	
3 ft., B&B	4.25
4 ft., B&B	6.00
5 ft., B&B	7.15
6 ft., B&B	9.45
7 ft., B&B	12.70
Dogwood, White-flowering	
3 ft., B&B	2.25
4 ft., B&B	3.25
5 ft., B&B	4.25
6 ft., B&B	6.50
Dogwood, kousa	
3 ft., B&B	3.75
4 ft., B&B	5.25
5 ft., B&B	7.15
6 ft., B&B	9.45
7 ft., B&B	12.70
8 ft., B&B	14.50
Dogwood, Prosser Red-flowering	
3 ft., B&B	4.25
4 ft., B&B	6.00
Dogwood, welchi	
2 ft., B&B	4.50
3 ft., B&B	5.00
Flowering Crab Apple, Almey and Hopa	
5 ft., B.R.	1.75
5 ft., B&B	3.00
6 ft., B&B	4.00
8 ft., B&B	14.50
Flowering Peach, red	
5 ft., B.R.	1.25
5 ft., B&B	2.50
Golden Chain	
6 ft., B&B	5.50
Hawthorn, Paul's Scarlet	
5 ft., B.R.	5.00
1½ to 2-in. cal., B&B	15.00

TREES—Continued

	Each
Locust, Moraine	
9 ft., B.R.	$ 9.00
9 ft., B&B	12.00
Locust, Sunburst	
7 ft., B&B	8.00
Maple, Columnar Norway	
1½-in. cal., B&B	14.50
Maple, Crimson King	
1 to 1½-in. cal., B&B	14.50
Maple, Japanese Dwarf Red	
2 ft., can	2.50
Maple, Norway	
1¼-in., B&B	9.00
Maple, Red (Acer rubrum)	
1½-in. cal., B&B	8.00
Maple, Silver	
2-in. cal., B.R.	4.25
Mountain Ash, European	
6 ft., B.R.	2.50
8 ft., B&B	6.00
Pin Oak	
2½-in. cal., B&B	25.00
Poplar, Lombardy	
6 ft., B.R.	1.50
Prunus Newport	
6 ft., B&B	5.00
Prunus Thundercloud	
6 ft., B.R.	1.75
6 ft., B&B	3.00
Tulip Tree	
1½-in. cal., B&B	7.75
Willow, Hankow	
4 ft., B.R.	2.50

VINES

	Each
Boston Ivy	
18 to 24 ins., potted	$0.75
18 to 24 ins., B.R.	.45
2 to 3 ft., B.R.	.50
Clematis—Ramona, Comtesse de Bouchaud, Lanuginosa Candida, Miss Bateman	
Pot	1.50
English Ivy	
R.C.	.08
Euonymus coloratus	
R.C.	.08
1-yr., field-grown	.15
Pachysandra	
R.C., flats	.08

7%

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All noted measurements are minimum.

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habit to the Carolina rhododendron, but branches much better.

Aucuba japonica dwarf, female—A plant from the Pacific coast with limited use in New Jersey. It needs shade, particularly in the morning, and has large red berries that contrast with the lush, dark green, glossy foliage. Someone in the audience noted that a 7-foot plant has been growing in north Jersey for some years now.

Roy Blair, Blair Nursery, Nutley, displayed a Viburnum bodnantense, a hybrid between V. fragrans and V. grandiflorum. The plant originated in England and is unusual in that it blooms during the winter. It is deciduous and has good green foliage with red veins. The leaf is similar to, but smaller than, that of V. tomentosum. It is apparently quite hardy and can be forced readily if potted and brought indoors.

Bob deWilde, Perkins - deWilde Nursery, Shiloh, discussed two plants:

Ilex horizontalis — A good prostrate form of I. crenata that is much faster in growth than I. crenata helleri. It is hardy and branches readily, making a good, compact plant.

Juniperus chinensis sargenti pendula—A weeping form of Sargent juniper that must be staked in the early stages to attain the desired effect. It has large fruit. The maximum height is expected to be about four to five feet.

Peter Vermeulen, John Vermeulen & Son, Neshanic Station, presented a number of plants for consideration:

Ilex crenata Green Thumb—This was discovered in 1947. It is similar in some respects to I. crenata convexa, but has a larger leaf, not so convex, with much better gloss and color, which persist throughout the season. It is a better spreader than convexa and is smaller than the Green Island form. It is very hardy.

Buxus Vandar Valley — A very hardy form of boxwood. It is the only boxwood being widely recommended for use in the northeast.

Ilex opaca pyramidalis—A plant selected mainly for its habit, making it adaptable for use in the landscape where a maximum width of about four to five feet is desired.

Andromedas

Pieris japonica compact—A compact, slower-growing form of andromeda with good winter color and a slightly later period of bloom.

Pieris japonica White Caps — A strain with unusually long flower clusters and having a period of bloom in excess of five weeks.

Pieris japonica White Cascade—It was predicted that this will take its place among the best of the pure white andromedas. Good foliage and a lengthy period of bloom are other attributes.

Ilex aquipernyi Brilliant — A female form of the hybrid cross with excellent showy fruit. Its fine texture, good foliage, and upright form add to its value as a landscape plant.

Magnolia stellata Royal Star — This is similar to the standard star

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Du Pont TREE BANDER Insect Barrier

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New special combination deals sure to build traffic. Your customers get a break—you get extra profits!

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GARDEN CHEMICALS

(See page 28 for more exciting Du Pont news)

magnolia, but blooms as much as a week later, making it less likely to be damaged by freezing nights. Also, the flowers have many more petals, making the over-all effect more showy.

George Ehrle then took his turn in discussing the last few plants:

Pinus stobus nana — A form of white pine that looks much like the Mugho pine. It has many uses as an exotic in the landscape.

Pinus parviflora glauca—A good exotic pine with interesting form and foliage.

Ilex (C. B. hybrids under number) Red Robe—One of a group of hybrid hollies with a leaf that looks like a cross between I. cornuta and I. pernyi. The excellent, dark green, glossy, small leaves and generally compact growth make for excellent landscape plants. There are now several named varieties, male and female, and pyramidal, upright and spreading forms. The ultimate size will probably be smaller than most of the other American hollies.

The session was cut short after the plants had been presented to allow members to return home before the roads became too hazardous.

NURSERY'S GARDEN SCHOOL

The success of a promotional and public service project initiated some years ago by Mennes Nursery & Garden Center, North Tonawanda, N. Y., was attested recently by an attendance of 120 homeowners at the opening class of the firm's annual garden and landscape school—the largest number so far registered.

The garden classes, which feature prominent guest speakers and color films and slides, are presented at no fee every Saturday morning from January to the middle part of March. Programs for each class are carefully planned to include all aspects of home gardening — indoor and outdoor—and landscaping.

Frank Mennes, who moderates the classes and lectures frequently, is also known as the voice of "Mr. Digby," an identifying character used in the firm's radio advertising and in its newspaper advertising as well, where "Mr. Digby" is depicted as a cartoonlike trowel character.

PURCHASED recently was the Birchwood Garden Center, Taunton, Mass., by H. L. Knox and his son, Donald R., who formerly conducted Landscaping by Knox at Belmont, Mass. They will specialize in landscaping and are planning to expand the garden shop, gift shop and nursery plantings.

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THIS BUSINESS OF OURS

Reflections on the Problems of Nurserymen

By E. Sam Hemming

LEASING PLANTS

It is obvious from the tenor of conversations with nurserymen and the themes of articles in the trade papers that the nursery business is in a kind of turmoil or restive period. It seems to be taking a second look at its recent innovations, doubting its old ways and seeking new ways of doing business.

It is not at all difficult to determine the cause of the turmoil. The business is trying to adapt itself to conditions in a changing social order, trying to use short cuts and ideas presented by industrial establishments while being circumscribed by natural limitations which are inherent in its product, plants.

It seems a favorite sport among those who are sincerely trying to help nurserymen, to keep reminding them that they must catch up and get abreast of the times, and this feeling is also found in self-criticism. As in all criticism, there is a good measure of truth in it, yet from another perspective there have been many changes and innovations.

All of the innovations have been toward laborsaving and streamlining operations. In the retail business, the tendency has been toward the self-service garden center; in the mail-order business, it has been toward adaptations of methods used in large merchandising concerns; in the wholesale nurseries, it has been toward adaptations of automation in handling single items in quantity. All this, I believe, has been good but, like all innovations, good and bad effects cannot always be determined beforehand.

Effects of Selling Practices

I have already mentioned, in a recent article, an unexpected effect from chain store type selling that has seemingly created a greater demand for specimen plants, thereby compensating for loss in the casual sale of small plants at the retail nursery.

Another result of changed selling practices I have noticed locally, although I have no way of knowing whether it is true nationally, affects the Dutch bulb distributors. Turning their emphasis away from retail nurseries to hardware stores and other kinds of stores, they probably increased the quantity sold, but the nature of the retail sale has changed.

When nurserymen sold the bulbs, a part of the sales were in small quantities of dozen lots; another part of the sales consisted of borders of tulips and hyacinths and massed daffodils. These sales were often in the 500 to several thousand quantities. Plantings of this type do not seem to be made with anywhere near the former frequency.

One of the suggestions offered for modernizing selling is the leasing of plants. Such a development would certainly reverse the present trend of trying to cut down on the labor of handling plants. It is easy to visualize a great number of reasons why this would not work, yet these difficult ideas often have a disconcerting way of being solved by someone.

Actually, I have more than toyed with the idea of trying this in one direction. There would seem to be two applications of the leasing idea: One, growing plants in attractive containers for use by customers in resort areas during the summer; the other, actually landscaping industrial and commercial establishments on an annual payment basis.

The first, because of my firm's location in Maryland, would offer great possibilities and, as long as 25 years ago, we had fabricated treated cardboard tubs, one-fourth inch thick, painted green, that lasted a year. The tubs were inexpensive enough but the idea did not take hold.

Today, there are two possibilities in the use of more expensive wooden tubs or less expensive plastic ones, plus the feeling that it would be easier to "sell" to the customer.

Difficulties Arise

However, as said above, it is not hard to visualize a number of difficulties. If the plants were supplied, delivered and then collected at the end of the season, it would probably mean that the cost of leasing could exceed the cost of an outright sale.

Another question is how would one persuade the customer to keep the plants watered and give them other maintenance? Less serious considerations would be the doubt that the plants would be reusable

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Hardy Hybrid Liners — Spring, 1961

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REDS—$65.00 per 100

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Ignatius Sargent
Nova Zembla
Van Wilgen's Ruby

Boule de Neige, white, dwarf, **$65.00** per 100

PINK, WHITE, LILAC and PURPLE—$50.00 per 100

Everestianum
Gomer Waterer
Lee's Dark Purple
Mme. Masson
Catawbiense Album
Parsons Gloriosum
Purple Splendor
Purpureum Elegans
Roseum Elegans
Roseum Superbum

Above prices for 100 lots of any one variety. (Add 20% for smaller quantities.)

Also 300 other varieties of exotic hybrids and rare species. Send for special list.

Available Spring, 1961 — Same varieties as above, 6 to 10 ins., B&B, bedded August, 1960, **$1.50** each. (Minimum, 20 per variety.)

50% cash with order, please. 10% reduction for pickup at nursery. All orders F.O.B. our nursery. Crating and shipping at cost.

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• Just one application of Du Pont "Kloben" produced the clean, weed-free row in the midst of these evergreens. No need for hand weeding here; no danger of mechanical injury from close cultivation. "Kloben" eliminates weed competition for soil moisture and nutrients, helps keep stock healthy and fast-growing.

Cut weed control costs, promote faster, healthier growth of nursery stock with Du Pont KLOBEN®

NEBURON WEED KILLER

Protect your investment in nursery plantings by controlling weeds chemically with Du Pont "Kloben" neburon weed killer. Weed control with "Kloben" eliminates the cost of hand weeding, eliminates weed competition for soil moisture and nutrients, too. "Kloben" also removes the danger of mechanical injury from hoeing or close cultivation, promotes more symmetrical growth by reducing die-back of lower branches.

"Kloben" controls chickweed, crabgrass, lamb's-quarters and other annual weeds and grasses throughout the season. This wettable powder is non-volatile, non-flammable and low in toxicity to man and animals. Order a supply of "Kloben" today.

Stop rabbit and deer damage to valuable nursery stock by using Du Pont ARASAN® 42-S as a repellent. One application gives effective protection up to six months.

On all chemicals, always follow label instructions and warnings carefully.

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PRINCETON'S NEW TILIA CORDATA

(Little-leaved European Linden)

Long years of extensive research have resulted in the spectacular Lindens pictured above. Reproduction by grafting assures the ultimate in uniformity and a tree with:

- Rapid initial growth.
- Straight, smooth trunk.
- Small, dark green, glossy foliage.
- Well-balanced, full, symmetrical head.
- No diseases to combat.
- Very fragrant flowers.

It is now possible to plant avenues of Princeton Lindens knowing that they will grow with perfect uniformity.

	Unit Price in Quantities		
	10 to 49	50 to 249	250 and up
6 to 8 ft., 1 to 1¼-in. cal.	$ 4.50	$ 3.60	$ 3.25
8 to 10 ft., 1¼ to 1½-in. cal.	7.00	5.50	4.95
9 to 11 ft., 1½ to 1¾-in. cal.	9.00	7.25	6.50
10 to 12 ft., 1¾ to 2-in. cal.	12.00	10.00	9.00
11 to 13 ft., 2 to 2½-in. cal.	15.00	12.00	10.80

SEE OUR GENERAL CATALOG FOR A COMPLETE LISTING OF ORNAMENTAL NURSERY STOCK

PRINCETON NURSERIES

Phone: WA 4-1776 **PRINCETON, N. J.**

Suncrest Evergreen

PLANTING STOCK

Partial listing shown. Complete range of sizes in these and many other species available.

	Per 100	Per 1000
MUGHO PINE		
3-yr., S., 5 to 10 ins.	$ 4.50	$ 30.00
CONCOLOR WHITE FIR		
4-yr., S., 12 to 15 ins., root-pruned	10.00	55.00
BALSAM FIR, deep green		
6-yr., T., 10 to 14 ins.	15.00	....
4-yr., T., 5 to 8 ins.	10.00	60.00
DOUGLAS FIR		
3-yr., T., 4 to 7 ins.	10.00	60.00
SIEBOLDI HEMLOCK		
3-yr., S., 8 to 12 ins.	7.00	40.00
NORWAY SPRUCE		
4-yr., S., 12 to 16 ins., root-pruned	7.00	45.00
6-yr., T., 12 to 18 ins.	10.00	75.00
4-yr., T., 7 to 12 ins.	9.00	60.00
WHITE SPRUCE		
4-yr., S., 12 to 15 ins., root-pruned	$ 7.00	$ 45.00
6-yr., T., 12 to 15 ins.	10.00	75.00
4-yr., T., 9 to 12 ins.	9.00	60.00
COLORADO BLUE SPRUCE		
4-yr., S., 10 to 14 ins., root-pruned	10.00	60.00
4-yr., T., 5 to 10 ins.	12.50	80.00
BLACK HILLS SPRUCE		
4-yr., S., 10 to 14 ins., root-pruned	6.00	35.00
5-yr., T., 8 to 11 ins.	10.00	75.00
AMERICAN ARBORVITAE		
3-yr., S., 9 to 14 ins.	7.00	35.00

Write for Complete Price List—FREE • SUNCREST NURSERIES • Box 5-F Homer City, Pa.

the following year and the difficulty of bringing certain plants to ideal conditions in tubs. Should foliage plants of certain subtropical types be used? These often have unusual attractiveness, but then special winter-keeping facilities would be necessary.

Nurseries located near large commercial and industrial centers might consider leasing landscaping to these establishments. Their methods of accounting make them likely prospects. Obviously, this means a complete reversal of the idea of reducing labor needs. It would certainly be questionable that plants could be leased without assuming not only all of the labor of planting the job but also full responsibility for gardening maintenance.

As much as some nurserymen might shrink from assuming that much responsibility, it is entirely possible that if it were done in a fairly large and comprehensive way, it might turn out to be nicely profitable.

JACK POT FIRM CHANGES

The Willis-Reynolds Corp. has established a new national distributing organization, the Willis-Reynolds Sales Corp., to market its Jack Pot line of horticultural products.

The new company has merged with the Eclipse Co., Glenside, Pa., which has been a national distributor of Jack Pot peat pots, Port-A-Planter bedding plant trays and Tropi-Grower African violet planters, selling through sales representatives and jobbers.

The National Ideal Co., Toledo, O., continues as another national distributor of Jack Pot products.

Harry S. MacWhorter, general manager of the Eclipse Co., becomes general sales manager and a director of Willis-Reynolds Sales Corp., at Glenside, Pa. A. O. Reynolds, president, and Arthur W. Willis, vice-president, of the parent company, Lebanon, Ind., become chairman and president of the new sales company.

B. F. BARR RETIRES

B. F. Barr, B. F. Barr & Son Nurseries, Lancaster, Pa., is retiring after 67 years in the business. His son, Lewis, who has been his partner for the past 15 years, is continuing the nursery, although Mr. Barr retains ownership of the land.

Mr. Barr is a past president of both the Pennsylvania Nurserymen's Association and the Lancaster County Florists' Association.

CUTE—DIFFERENT—EXCITING *Profit . . .*

BY SELLING *Genuine* STAR® MINIATURE ROSES

- **For garden and indoor growing**
- **As forced pot plants**

You can profit with these mighty midgets of rosedom. Little, but oh! my!—what money-makers they are! Because they're so cute—so different—so exciting, Star Miniature Roses have tremendous appeal for everybody. Why not cash in on that appeal? And on the amazing popularity of these colorful and versatile rose plants? You can sell them to your customers for either outdoor or indoor planting. You can force them into bloom as pot plants and sell them like hot cakes for such occasions as Easter.

FINE FOR FORCING

What are Miniature Roses?

Miniature roses are real roses just like other garden types. They differ only in size. The plants grow only from 8 to 12 inches tall. The buds are tiny—like grains of wheat, and the blooms when fully open range in size from three fourths of an inch in diameter to an inch and a quarter. Branches, leaves and thorns are correspondingly small. The plants are just as hardy as the big roses and just as long-lived. They grow outdoors in the garden or as pot plants in the house. Their small size, perfection and colorful beauty are gemlike. That is why people love them.

IDEAL FOR SALES

SPECIAL COLLECTIONS

NEW ROSE COLLECTION A1 (50 PLANTS)

25 **PIXIE GOLD.** New Yellow.

25 **PIXIE ROSE.** New Deep Pink.

$42.50 Per Collection
$39.50 Each For 3 or More Collections

COLLECTION A2 (100 PLANTS)

50 **RED IMP.** Rich, Unfading Red.
20 **BO-PEEP.** Soft Pink.
15 **BABY GOLD STAR.** Golden-Yellow.
15 **CINDERELLA.** Cream-White.

$67.50 Per Collection
$62.50 Each For 3 or More Collections

COLLECTION A3 (100 PLANTS)

20 **MIDGET.** Rose-Red.
20 **PIXIE.** Dainty White.
20 **ROBIN.** Deep Red.
20 **SWEET FAIRY.** Light Pink.
20 **TINKER BELL.** Vivid Pink.

$57.50 Per Collection
$52.50 Each For 3 or More Collections

COLLECTION A4 (50 PLANTS)

10 EACH OF 5 VARIETIES LISTED IN A3

$30.00 Per Collection

FREE 12½x32-INCH FULL COLOR WALL POSTER SENT WITH EVERY ORDER.

HOW TO SELL MINIATURE ROSES

1. Force 3 plants in a 6-inch pan and sell as a quality, premium-priced item.
2. "Dress up" the picture with a frame . . . use decorative accessories and planters.
3. Sell when buds first show color.
4. Emphasize the winter hardiness and rugged character of Star Miniature Roses.
5. Point out the long blooming period . . . from spring to frost.
6. Mention the fact that these plants are one of the few kinds that grow in the garden and in the house.
7. Play up the versatility of Miniatures—the many ways your customers can use them.

SUGGESTIONS FOR FORCING MINIATURE ROSES

1. Unpack and process your shipment at once.
2. Plant in 3 to 3½-inch pots or 4-inch pans.
3. Use a loose, rather rich soil.
4. Place on the sunniest greenhouse bench.
5. Keep night temperature at 60 degrees.
6. Start a once-a-week spray program.
7. Feed every 14 days.
8. Keep evenly moist.
9. Follow all the above religiously.

AVERAGE FORCING TIMES

Miniature Roses will not force well if they do not have a dormant period lasting until at least December 1. Average forcing times for the Philadelphia area with a night temperature of 60 degrees are listed below. Allow a few more days in the Midwest and New England.

For Bud and Bloom	Start At 60 Degrees
February 15	December 10
March 1	January 1
March 15	January 15
April 1	February 5
April 15	February 20
May 1	March 10
May 15	March 25

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Beautiful "Living Color" Advertisements in leading garden magazines . . .

will boost STAR miniature rose Sales for You—

The cute little girl watering the Star Miniature Roses is going to bring Star Miniature Roses to the attention of nearly 3 million gardeners in leading garden magazines this season.

These advertisements will tell them when, why and where to plant miniature roses. It will also tell them that miniature roses are real roses; that the grain-of-wheat-size buds open to nickel-size blooms—so cute, different and beautiful! They are extremely hardy and everblooming, too.

Be sure to have a good supply of them in stock . . . your customers will be coming in and asking for them.

Brand New!

Star PIXIE GOLD
(Pl. Pat. App. for)
Fine bright yellow bud opens to a soft yellow. Grows to about 12".

Star PIXIE ROSE
(Pl. Pat. App. for)
Finest deep pink. Free flowering double blooms. Fragrant, too. A compact plant of 10".

ALL NEW SPECIAL OFFER
COLLECTION A1 (50 plants)
25 Pixie Gold
25 Pixie Rose
$42.50 for one collection
$39.50 ea. for 3 or more collections

FAVORITE FOUR
The STAR Special
COLLECTION A2 (100 plants)
50 Red Imp—rich unfading red
20 Bo-Peep—soft pink
15 Baby Gold Star—golden yellow
15 Cinderella—cream white
$67.50 for one collection
$62.50 ea. for 3 or more collections

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WEST GROVE 220, PA.
GROWERS OF FAMOUS STAR ROSES

PACHYSANDRA

Terminalis (Japanese Spurge). The ideal permanent evergreen ground cover plant for shady and semi-shaded areas in all climates. Does well in sunny areas, too. Absolutely winter hardy in the most northern climates.

	Per 100	Per 1000	Per 1000 for 5000 or more
Strong, well-rooted, 1-yr. plants; propagated in soil and peat frames with light shade.....	$6.50	Prepaid $53.00	F.O.B. here in same shipment $50.00

Available for prompt shipment throughout the year. Shipments anywhere including Canada. GOOD PACKING FREE. A good source of supply.

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4 and 5-yr., twice transplanted.
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HARDY NATIVE FERNS, WILD FLOWERS TREES, SHRUBS AND EVERGREENS
See the February 1 issue for complete list.
ISAAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

COMING EVENTS

MEETING CALENDAR

February 15 to 17—Midwestern chapter, National Shade Tree Conference, winter meeting, Hotel La Salle, Chicago, Ill.

February 16—Maryland Nurserymen's Association, short course, University of Maryland, College Park, Md.

February 19 to 21—Southern chapter, National Shade Tree Conference, Lord Baltimore hotel, Baltimore, Md.

February 21 to 23—Pennsylvania nurserymen's conference, Pennsylvania State University, University Park, Pa.

February 22—Lake County Nurserymen's Association, annual winter meeting and nurserymen's school, Hellriegel's Inn, Painesville, O.

February 23—Rhode Island Nurserymen's Association, annual meeting, Sheraton-Biltmore hotel, Providence, R. I.

February 23—Cuyahoga County Nurserymen's Association, winter nursery school, Lake Shore Country Club, Cleveland, O.

February 23 and 24—Massachusetts Nurserymen's Association, short course, Waltham field station, University of Massachusetts, Waltham, Mass.

February 23 and 24—Canadian chapter, National Shade Tree Conference, annual meeting, Sheraton Mount Royal hotel, Montreal, Que., Canada.

March 2 and 3—New Jersey nurserymen's conference, Rutgers University, New Brunswick, N. J.

March 17—Short course for Iowa garden center operators, Iowa State University, Ames, Ia.

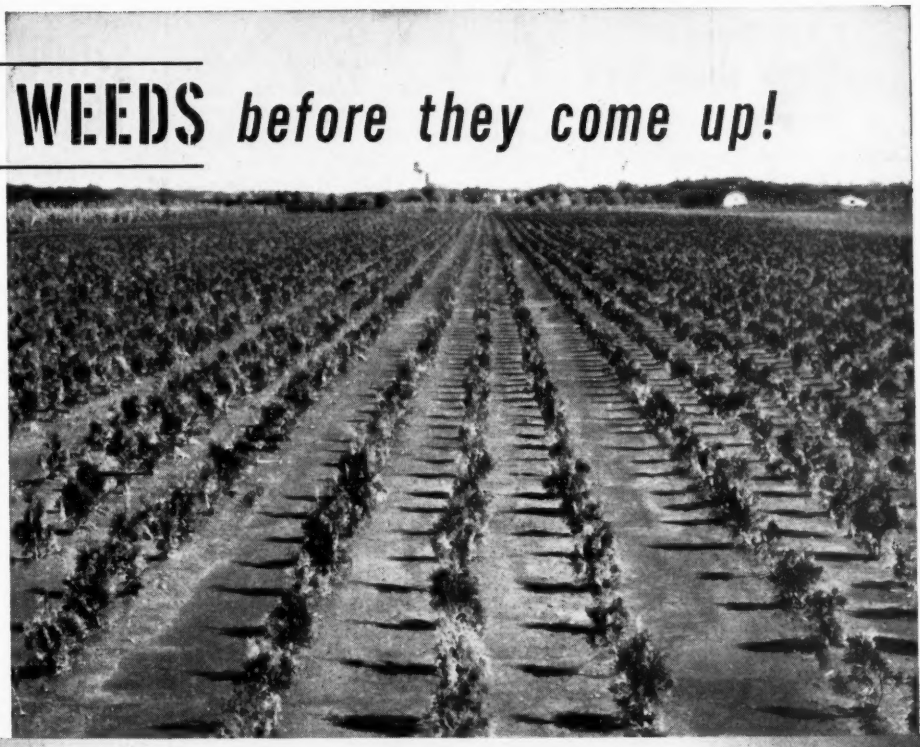
SOUTHEASTERN SHOW PLAN

The North Carolina Association of Nurserymen has joined with several other horticultural groups in the state to form a new organization, Southeastern Flower and Garden Show, Inc., which will stage an exhibition February 24 to 28, at the North Carolina state fair arena, Raleigh. The event is expected to draw attendance from 15 southeastern states as it is the only major flower show in the south.

The principal attraction will be 25 gardens covering 10,560 square feet. Designed and planted by leading landscapers and gardeners of the southeast, these displays will range from small urban patios and apartment gardens to colorful swimming pool and artistic sculpture gardens.

Officers of the nonprofit corporation which will stage the show include the following from the nursery trade: James S. Melton, New River Nursery, Hubert, president; Warren Steed, Steed's Nursery, Candor, vice-president, and Hugh G. Vann, Fowler's Nursery, Raleigh, secretary-treasurer. In addition to the forego-

STOP WEEDS *before they come up!*



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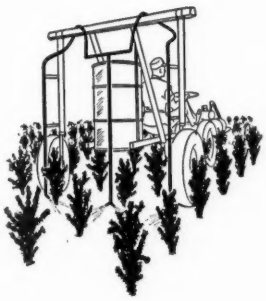
PRE-EMERGENCE HERBICIDE

WEED CONTROL

One application applied prior to weed emergence in fall or early spring will control most annual broadleaf weeds and grasses.

- *Three years commercial use.*
- *Safe to nursery stock when used according to label directions.*
- *Safe to humans and animals.*
- *Safe to soil organisms.*



Weed control savings up to $180.00 per acre have been obtained.

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I Sell Trees

SAM DIBLE NURSERY

Shelocta, Pa.

Seedlings and Transplants for Spring

	Per 100	Per 1000
Scotch Pine		
2-yr., S., 2 to 4 ins...	$ 1.50	$ 7.50
2-yr., S., 4 to 8 ins...	2.00	20.00
3-yr., S., 6 to 12 ins...	4.00	20.00
3-yr., S., 8 to 14 ins...	4.00	20.00
3-yr., S., 10 to 18 ins...	5.00	25.00
French Scotch		
2-yr., S., 1 to 3 ins...	1.50	7.50
2-yr., S., 3 to 6 ins...	4.00	20.00
3-yr., S., 6 to 13 ins...	5.00	25.00
4-yr., S., 12 to 20 ins...	8.00	40.00
(2-3), T., 6 to 10 ins..	10.00	50.00
(2-3), T., 10 to 15 ins..	16.00	75.00
(2-3), T., 15 to 18 ins..	25.00	....
Spanish Scotch		
2-yr., S., 1 to 3 ins...	1.50	7.50
2-yr., S., 3 to 6 ins...	4.00	20.00
2-yr., S., 4 to 8 ins...	5.00	25.00
3-yr., S., 6 to 12 ins...	5.00	25.00
Austrian Pine		
2-yr., S., 1 to 3 ins...	1.50	7.50
2-yr., S., 3 to 5 ins...	3.00	15.00
3-yr., S., 8 to 15 ins...	6.00	30.00
White Pine		
2-yr., S., 1 to 2 ins...	2.00	10.00
2-yr., S., 2 to 5 ins...	3.00	15.00
3-yr., S., 4 to 8 ins...	7.00	....
Mugho Pine, true dwarf		
3-yr., S., 1 to 3-in. height or spread	7.00	35.00
(2-4), T., 10 to 18 ins., $1.00 each		
Douglas Fir (glauca)		
3-yr., S., 2 to 4 ins...	3.00	15.00
3-yr., S., 4 to 8 ins...	6.00	30.00
4-yr., S., 3 to 5 ins...	4.00	20.00
4-yr., S., 5 to 10 ins...	8.00	40.00
5-yr., S., 8 to 15 ins...	15.00	....
(2-2), T., 3 to 7 ins..	10.00	....
(2-3), T., 7 to 12 ins..	20.00	....
Concolor Fir		
3-yr., S., 2 to 4 ins...	3.00	15.00
3-yr., S., 4 to 8 ins...	8.00	40.00
4-yr., S., 7 to 12 ins...	12.00	....
Balsam Fir		
3-yr., S., 1 to 3 ins...	3.00	15.00
3-yr., S., 3 to 6 ins...	6.00	30.00
(2-2), T., 4 to 8 ins..	15.00	....
Fraser Fir		
2-yr., S., 1 to 2 ins...	4.00	....
Colorado Blue Spruce		
3-yr., S., 2 to 4 ins...	2.00	12.50
3-yr., S., 4 to 8 ins...	5.00	25.00
4-yr., S., 6 to 10 ins...	8.00	40.00
4-yr., S., 10 to 16 ins...	13.00	65.00
(3-2), T., 3 to 6 ins..	10.00	50.00
(3-2), T., 6 to 12 ins..	20.00	90.00
(3-2), T., 12 to 15 ins..	50.00	....
White Spruce		
3-yr., S., 2 to 4 ins...	2.00	12.50
3-yr., S., 4 to 8 ins...	5.00	25.00
4-yr., S., 8 to 12 ins...	7.00	35.00
(2-4), T., 6 to 12 ins..	13.00	65.00
(2-4), T., 12 to 18 ins..	20.00	100.00
(2-4), T., 18 to 24 ins..	30.00	150.00
Black Spruce (Picea mariana)		
3-yr., S., 2 to 4 ins...	2.00	12.50
3-yr., S., 4 to 8 ins...	4.00	20.00
Black Hills White Spruce (Picea glauca densata)		
3-yr., S., 1 to 3 ins...	2.00	12.50
3-yr., S., 3 to 6 ins...	5.00	25.00
4-yr., S., 6 to 12 ins...	8.00	40.00
Engelmann Spruce		
3-yr., S., 1 to 3 ins....	2.00	12.50
3-yr., S., 3 to 6 ins...	4.00	20.00
3-yr., S., 6 to 10 ins...	7.00	35.00
Norway Spruce		
2-yr., S., 2 to 4 ins...	2.00	10.00
2-yr., S., 4 to 8 ins...	4.00	20.00
3-yr., S., 6 to 10 ins...	5.00	25.00
3-yr., S., 10 to 14 ins...	7.00	35.00
4-yr., S., 14 to 20 ins...	10.00	50.00
(2-2), T., 3 to 6 ins...	8.00	40.00
(2-2), T., 6 to 12 ins...	13.00	65.00
(2-2), T., 10 to 20 ins...	25.00	....
American Arborvitae		
3-yr., S., 2 to 4 ins...	4.00	20.00
3-yr., S., 4 to 8 ins...	7.00	35.00
Canadian Hemlock		
2-yr., S., 1 to 3 ins...	5.00	....
(3-2), T., 4 to 8 ins..	16.00	75.00
(3-2), T., 8 to 12 ins..	25.00	125.00
(3-2), T., 10 to 14 ins..	35.00	....
Taxus cuspidata capitata (Upright Pyramidal)		
3-yr., S., 1 to 3 ins...	10.00	50.00
3-yr., S., 3 to 8 ins...	15.00	....

Cash or 25% deposit. Balance C.O.D. 500 at 1000 rate.

Write for discount on large orders.

ROOTSPRED TREE PLANTER

ing, the directors include Jerome Lindley, Jerome Lindley Nursery, Graham; Knox Porter, Knox Porter Nursery, Candor; Charles Taylor, Apex Nurseries, Raleigh, and Jerry Rusby, Vaughan's Seed Co., Charlotte.

Produced by John Harden Associates, Greensboro, with Robert E. Zimmerman as show manager, the show features will demonstrate the proper selection and use of plants for creating gardens, terraces and other landscape effects to enhance home surroundings. Plans are to make the show the largest such event ever presented in the southeast.

SHADE TREE PROGRAM

The southern chapter of the National Shade Tree Conference will hold its annual convention February 19 to 21 at the Lord Baltimore hotel, Baltimore, Md.

A tour of points of interest in suburban Baltimore has been arranged for the ladies February 20 and in urban Baltimore February 21. They are also invited to attend all events on the regular program, details of which follow:

FEBRUARY 19

4 p. m.—Registration.
6 p. m.—Reception for early arrivals.
8 p. m.—Executive committee meeting.

FEBRUARY 20

10 a. m.—"Welcome to Baltimore,'" by Frank C. Marino, M. D., president, board of park commissioners.

10:15 a. m.—"The Lord God Planted a Garden Eastward," keynote address, by Edgar Cordell Powers, grand chaplain, southern jurisdiction, Ancient and Accepted Scottish Rite of Freemasonry.

10:45 a. m.—"The Effect of Antiseptic Tree Wound Dressing and the Growth of Wood Decay Fungi," by Dr. Curtis May and Dr. John Palmer, agricultural research service, United States Department of Agriculture.

11:30 a. m.—"Control of Fiorinia Externa on Hemlock," by Charles W. McComb, assistant entomologist, University of Maryland, College Park, Md.

2:30 p. m.—"Tree Spraying and Its Relation to Conservation," by Dr. George S. Langford, state entomologist, University of Maryland.

3 p. m.—"Making the Most of Your Manpower," by Hyland R. Johns, Asplundh Tree Expert Co.

4 p. m.—Showing of National Shade Tree Conference Kodachrome slides, with Dr. Paul E. Tilford, National Arborist Association, as commentator.

6 p. m.—Social hour, courtesy of commercial exhibitors.

7 p. m.—Banquet and entertainment, with Henry P. Orr, president, toastmaster.

10 p. m.—Dancing.

FEBRUARY 21

8 a. m.—Registration.

9:30 a. m.—"Utility Line Clearance Program," by William B. Wilkinson, superintendent, electric distribution department, Baltimore Gas & Electric Co.

10:15 a. m.—"Non-root Feeding by

HOUTZDALE TREE NURSERY

R. D. 1, Box 80C, Houtzdale, Pa.

	Per 100	Per 1000
French Scotch Pine		
3-yr., S., 6 to 8 ins.	$5.00	$17.00
3-yr., S., 8 to 14 ins.	7.00	22.00
Austrian Hill Scotch Pine		
3-yr., S., 6 to 10 ins.	6.00	16.00
3-yr., S., 10 to 16 ins.	7.00	20.00
Red Pine		
3-yr., S., 6 to 8 ins.	5.00	18.00
3-yr., S., 8 to 10 ins.	7.00	25.00
White Pine		
3-yr., S., 6 to 8 ins.	5.00	18.00
3-yr., S., 8 to 10 ins.	7.00	30.00
Austrian Pine		
3-yr., S., 8 to 10 ins.	5.00	17.00
3-yr., S., 10 to 16 ins.	7.00	22.00
Colorado Blue Spruce		
3-yr., S., 6 to 8 ins.	6.00	22.00
3-yr., S., 8 to 12 ins.	8.00	30.00
Norway Spruce		
3-yr., S., 6 to 8 ins.	6.00	20.00
3-yr., S., 8 to 12 ins.	7.00	25.00
3-yr., S., 10 to 14 ins.	8.00	30.00
Douglas Fir, blue		
3-yr., S., 6 to 8 ins.	6.00	22.00
3-yr., S., 8 to 12 ins.	8.00	25.00
Concolor Fir		
3-yr., S., 4 to 6 ins.	6.00	20.00
3-yr., S., 6 to 8 ins.	7.00	25.00
3-yr., S., 8 to 12 ins.	9.00	40.00
Mugho Pine		
3-yr., S., 4 to 6 ins.	5.00	20.00
4-yr., S., 5 to 7 ins.	6.00	24.00

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Specialists in Coniferous and Broad-Leaved Evergreens, Shrubs and Trees.

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Taxus	**Magnolia**
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Pieris	**Cotoneaster**
Rhododendron	**Pyracantha**
Azalea	**Viburnum**

All Sizes

All Stock Certified for Western Shipment

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PARMENTIER'S ROSES

119 Grady St. **Bayport, L. I., N. Y.**
Phone: BAyport 8-0811

Nursery Price List Sent on Request

JIFFIES PASS the TEST!

Several years ago when we first offered Jiffy-Pots to commercial vegetable growers for starting plants, we were astonished by the favorable reports which we received. We knew they would be useful from experiences which had been reported by florists, but vegetable growers' reports of earlier and greater yields coupled with labor saving were more enthusiastic than we had expected.

Were the reports true?—were they really that useful and practical for commercial vegetable growers?

To find a sure answer to this question, we made arrangements for farm tests of Jiffy culture of several important vegetable crops in different parts of the U. S. Two tests were conducted by universities and two by commercial firms. In all instances accurate records were kept of crop handling, yields, etc.

These tests unanimously confirmed—each in its own way—the practicability of Jiffy-Pots for commerical vegetable culture. Following is a brief description of these tests. If interested in more complete information about them write Jiffy-Pot Company of America. For more information about the use of Jiffy-Pots in vegetable growing, write to Jiffy-Pot Company of America or your local distributor for Tech. Bulletin #10.

GEO. J. BALL, Inc., West Chicago, Ill. A demonstration plot of Jiffy-Planted Tomatoes—variety Urbana—yielded 50% more fruit by weight than Urbana plants flown in from Georgia. Also commercial quantities were harvested 2 weeks earlier on Jiffy-Potted section. Jiffy-Potted Cucumbers produced 3 weeks earlier than direct-seeded. The practical benefit of early yield occurs in connection with the greater availability of help in the early part of the season.

CORNELL. At Cornell University (Ithaca, N.Y.) tests showed consistently greater yields, both early and total, from Jiffy-planted Moreton Hybrid Tomatoes compared with other types of containers, as well as bare root transplants. The Cornell report states, "Using the values obtained in this experiment, one Moreton Hybrid plant would produce Tomatoes worth $0.70 when grown in 3 inch Jiffy-Pots and $0.50 when spacing 2 inches in soil without a pot. For 3000 plants per acre, a total value of $2100 results for the 3 inch Jiffy-Pots compared to $1500 per acre for the 2 inch soil treatment. However, the marketing factor is not included in these figures. Trucks loaded with Tomatoes were lined up outside the market when the small 2 inch soil block treatments ripened whereas buyers were fighting for Tomatoes at the time the earlier, large container treatments ripened."

TEXAS A. & M. Research workers at Texas A. & M. College, in reporting on 1959 Watermelon tests, stated that plants started in 3 inch Jiffy-Pots protected by hot tents yielded 70% more Melons by June 22 and 47% more for the entire season than the same number of direct seeded plants. Early Melons sell at premium prices. Preliminary reports of 1960 tests confirm their 1959 results with transplant yields of 132% more Melons by June 22 and 80% greater yield for the entire season than the same number of direct seeded plants.

GILBERT BROOKS FARM, Plainfield, Wis. Brooks is one of the leading commercial vegetable growers in Wis. His establishment is often used for testing new materials and methods of vegetable culture. In 1960 Brooks tested Jiffy-Pots on various vegetable crops with significant results. For example, Jiffy-Potted Cucumbers, variety SMR-18, sown in 3 inch Jiffy-Pots May 1, outyielded direct seeded plants sown May 31 by nearly 50%. This increase in yield far outweighed the increased costs of Jiffy-Potting.

Inspecting Tomatoes in Jiffy-Pot demonstration plot at West Chicago, Ill., August 1960.

Picking first bushel of Jiffy-Potted SMR-18 Cucumbers at West Chicago demonstration test.

Texas A. & M. 1959 Watermelon test, started in 3 inch Jiffy-Pots, showed outstanding yields over direct seeding.

Dramatic evidence of early yielding of Jiffy-Potted Cucumbers at Gilbert Brooks Farm.

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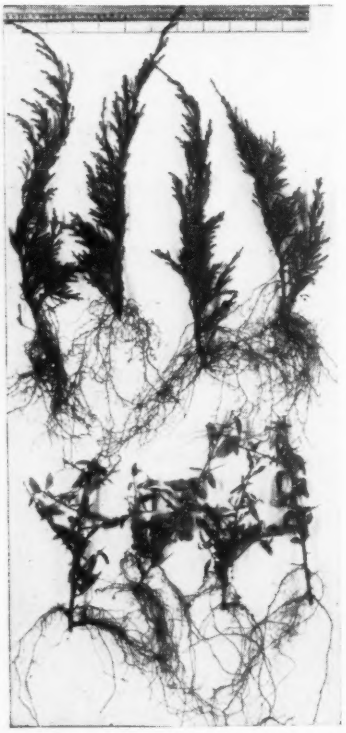
Burk Juniper

Blue Hetz Juniper



Andorra Juniper (top) Pyracantha lalandi and Kasan (bottom)

Forsythia Spring Glory, Lynwood Gold and Beatrix Farrand

	Each
Andorra Juniper, 6 to 8 ins.	$0.05
Burk Juniper, 6 to 10 ins.	.12
Blue Hetz Juniper, 6 to 10 ins.	.05
Pfitzer Juniper, 6 to 10 ins.	.07
Pfitzer Juniper, 6 to 8 ins., bands	.16
Euonymus patens, small or medium-leaved, 8 to 10 ins.	.04

	Each
Forsythia Beatrix Farrand, 6 to 10 ins.	$0.05
Forsythia Lynwood Gold, 6 to 10 ins.	.04
Forsythia Spring Glory, 6 to 10 ins.	.04
Euonymus coloratus, 6 to 10 ins.	.04
Pyracantha Kasan, 5 to 6 ins.	.05
Pyracantha lalandi, 5 to 6 ins.	.05

Less than 300, total order, 2c more per plant.

Less than 50 of any item, 4c more per plant.

Shipment now or book your order for spring.

See classified under lining-out stock for other items.

McININCH GREENHOUSES

St. Joseph, Mo.

Plants," a sound-color film showing the inside story of nutrition, with Frank R. McFarland, technical sales director, Miller Chemical & Fertilizer Co.

11 a. m.—Business meeting.

12 m.—Lunch. "Medicine's Debt to the Vegetable Kingdom," by Dr. John C. Krantz, Jr., professor and head of department of pharmacology, University of Maryland.

2 p. m.—Panel discussion of tree care problem, with Charles A. Young, Jr., Baltimore city forester, as moderator.

CANADIAN TREE MEETING

C. G. Dobbin, secretary-treasurer of the Canadian chapter, National Shade Treee Conference, recently announced that the chapter will hold its annual meeting February 23 and 24 at the Sheraton Mount Royal hotel, Montreal, Que., Canada, with events of the meeting programed as follows:

FEBRUARY 23

8:30 a. m.—Registration.

9:30 a. m.—Business meeting.

11 a. m.—"What Problems Do Trees Present to a Telephone Company?", by E. B. Goodspeed, Bell Telephone Co. of Canada.

12 noon—Lunch.

1:30 p. m.—"What Problems Do Trees Present to a Power Company?", by W. R. Mackay, Shawinigan Water & Power Co.

2:45 p. m.—"The Future of Canadian Elm Trees," by N. P. Beaudoin, plant protection division, Canada Department of Agriculture, Montreal.

3:45 p. m.—Discussion period.

FEBRUARY 24

9:30 a. m.—"History and Operations of Morgan Arboretum," by Dr. W. H. Brittain, curator, Morgan Arboretum.

10:15 a. m.—Discussion period.

10:45 a. m. — "Pruning Practices" — panel discussion.

1:30 p. m. — "Brushkill Practices" — panel discussion.

2:30 p. m.—"The Value of Tree Fertilizer"—panel discussion.

3:30 p. m.—"Forestry in the Montreal Parks," by Claude Robillard, director of parks, Montreal.

4 p. m.—Discussion period.

6 p. m.—Cocktail party.

7 p. m.—Annual banquet and entertainment.

IOWA SHORT COURSE

A short course for Iowa garden center and garden store operators has been scheduled March 17. The course, sponsored by Iowa State University, Ames, Ia., will have its headquarters in the Council Chambers of Memorial Union on the Iowa campus.

A detailed program follows:

MARCH 17

9 a. m.—Store Layout and Design:

"Sales, Parking, Storage, Service and Display Areas," by R. W. Syas.

"Appearance—Is It Inviting?", by D. B. White.

10:10 a. m.—Advertising:

"Review of Principles," by W. E. Kunerth, associate professor of technical journalism, Iowa State University.

"Writing Copy That Sells," by H. E.

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FLOWERING CRAB APPLE

All shipments will be made between March 1 and April 1.
Each per 10, **15c**; each per 100, 12c; each per 1000, **11c**
300 at 1000 rate. Minimum 50 each.

Variety	Color	Type	Foliage	Fruit
Eleyi	purple-red	single	purple-red	purple-red
Atrosanguinea	red and white	single	green	red
Floribunda	pink and white	single	green	yellow-red
Theifera	pink	single	green	yellow-red
Hopa	purple-red	single	purple-red	orange-red
Dolgo	white	single	green	brown-red
Sargenti	white	single	green	red
Scheideckeri	pink	double	green	yellow-orange
Micromalus	pink	single	green	green-yellow
Arnoldiana	rose and white	single	green	yellow
Parkmani	pink	double	green	red
Floribunda purpurea	crimson	single	red	purple
Zumi Calocarpa	pink and white	single	green	red

5-IN. SCIONS FROM ABOVE, $20.00 PER 1000

PRUNUS ROOT GRAFTS
Flowering Japanese Cherry
Each per 10, **20c**; each per 100, 17c; each per 1000, **16c**.
300 at 1000 rate. Minimum 50 each.

Amanogawa, semidouble, pink, narrow grower
Mt. Fuji Shirotae, double, white
Kwanzan, double, deep pink
Yoshino Yedoensis, single, white to pink
Shidare-Higan, double, pink

TERMS AND CONDITIONS OF SALE: Orders must be accompanied by a deposit of 25%, packing at cost. Packing is free when cash is sent with order. Pickup orders earn 5% discount.

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GRADE	Each 10 to 240	Each 250 to 990	Each 1000 to 2490	Each 2500 to 5000	Each Over 5000
No. 1	$0.60	$0.58	$0.56	$0.55	$0.54
No. 1½	.50	.48	.46	.45	.44

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LINING-OUT STOCK
Taxus capitata, 2-yr., S.
Taxus, transplants, 2 to 4 yrs.
Boston Ivy, 1-yr., S.
Red Barberry, 2-yr., S.
Write for list.
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24 Lester St. New London, Conn.

Heath, associate professor of technical journalism, Iowa State University.

"The Best Medium," by Wayne Ferris, Ferris Nursery, Hampton.

11 a. m.—The Retail Package:

"Keep It Alive," by Prof. J. P. Mahlstede, horticulture department, Iowa State University.

"It's What's in the Package That Counts," by L. E. Everson.

"Miscellaneous Stock, Bedding and Vegetable Plants," by Arthur Bezdeck, Jr., Marion.

12:30 p. m.—Lunch.

1:45 p. m.—Garden Center Merchandising:

"Psychology of Selling," by Tom Hannum.

"Training a New Salesman," by Lloyd Cafferty.

3 p. m.—Business Methods:

"Management of the Small Business," by S. R. Zichefoose.

"Review of Accounting Principles," by C. B. Handy.

"The Modern Way of Keeping Books," by L. M. Ullestad.

"Stocking Your Garden Store," by Victor Foster, Foster's Inc., Garden Supplies, Waterloo.

Adjournment.

UPPER MICHIGAN MEET

The Upper Peninsula Nursery and Landscape Association will meet February 24 and 25 at the Dickinson hotel, Iron Mountain, Mich., according to H. G. Berg, a director of the association.

Following is the detailed program of the conference:

FEBRUARY 24

10 a. m.—Registration.

12 m.—Lunch.

1:30 p. m.—Conference called to order; remarks, by Max Muelle, Meadowbrook Nursery, Marquette, Mich., president.

1:45 p. m.—"Landscaping Residential Areas," by Joseph Cox, landscape extension specialist, Michigan State University, East Lansing.

3 p. m.—"Landscaping Commercial Properties," by Joseph Cox.

4 p. m.—Discussion period.

6:30 p. m.—Banquet.

"Marketing Nursery Products," by George Stackwick, Michigan State University.

FEBRUARY 25

9 a. m.—"Insects and Diseases," by Arthur Bloomer, Michigan department of agriculture inspection bureau.

10:30 a. m.—"Garden Center Operations" and discussion.

12 m.—Lunch.

1:30 p. m. — Business meeting and election of officers.

4 p. m.—Adjournment.

LAKE COUNTY SCHOOL

The Lake County Nurserymen's Association is sponsoring its annual nurserymen's school February 22 at Hellriegel's Inn, Painesville, O. All nurserymen in the area and the surrounding states are invited to attend.

"Trends in Landscaping" will be discussed at the morning session by Henry Pree, Cleveland; George

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Douglas Fir, 3-yr. transplants (2-1), 3 to 6 in.	65.00
Scotch Pine (Austrian Hill) 3-yr. transplants (2-1), 4 to 10 in.	60.00
Scotch Pine (Spanish), 3-yr. transplants (2-1), 4 to 10 in.	60.00
White Pine, 4-yr. transplants (2-2), 6 to 10 in.	75.00
Colorado Blue Spruce, 5-yr. transplants (2-3), 8 to 15 in.	140.00
Norway Spruce, 5-yr. transplants (2-3), 8 to 15 in.	80.00
Norway Spruce, 4-yr. transplants (2-2), 6 to 12 in.	70.00
White Spruce, 4-yr. transplants (2-2), 5 to 10 in.	70.00

SEEDLINGS (Not Guaranteed)

Douglas Fir, 4-yr. seedlings (4-0), 6 to 12 in.	30.00
Douglas Fir, 3-yr. seedlings (3-0), 3 to 6 in.	25.00
Fraser Fir, 3-yr. seedlings (3-0), 3 to 6 in.	30.00
Japanese Black Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Norway Red Pine, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
Scotch Pine (North German), 3-yr. seedlings (3-0), 8 to 12 in.	20.00
White Pine, 3-yr. seedlings (3-0), 5 to 10 in.	30.00
Colorado Blue Spruce, 3-yr. seedlings (3-0), 5 to 10 in.	40.00
Norway Spruce, 3-yr. seedlings (3-0), 3 to 5 in.	25.00
White Spruce, 3-yr. seedlings (3-0), 4 to 8 in.	25.00
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SPECIAL

Thuja pyramidalis, 4 ft.	3.25

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Creed, division of design and construction, Cleveland, and William Behnke, Willoughby, landscape architect. Mrs. Alberta Taubert, landscape architect, Madison, and H. C. Horton, Horton Nurseries, Inc., Painesville, will discuss "Highway Planting."

The afternoon session will begin with a panel discussion on "Soil Sterilization," with Marvin Carbonneau, extension floriculturist, Ohio State University, Columbus, as moderator. Nurserymen taking part will be Edward Losely and David Dugan, Perry, and Richard Boonstra, Wayside Gardens, Mentor.

Dr. R. B. Neiswander will review "Recent Information on Insect Control."

The program for the afternoon will conclude with "Reports on Research," by Dr. L. C. Chadwick and Dr. Kenneth Reisch, department of horticulture, O. S. U., and Marvin Carbonneau.

In the evening a banquet will be held, to which the wives and business associates of the members are invited.

NEW JERSEY TURF COURSE

The third annual nurserymen's conference at Rutgers, the State University, New Brunswick, N. J., has been planned to cover the area "Lawn Culture" this year, according to Roy H. DeBoer, assistant professor of ornamental horticulture. Details of the program, scheduled for March 2 and 3 follow:

MARCH 2

9 a. m.—Registration.

9:30 a. m.—"Soil pH, Soil Compaction, Drainage and Nutrient Availability," by R. B. Alderfer.

10:30 a. m.—"Fitting Turf into the Landscape," by Roy H. DeBoer.

11:15 a. m.—"Grasses for Lawns," by R. E. Engel.

1:30 p. m.—"Preparation for Turf Grass Seeding," by H. W. Indyk.

2:30 p. m.—"Seeding Procedures," by R. E. Engel.

MARCH 3

9:30 a. m.—"Turf Grass Weed Identification and Management Related to Control," by H. W. Indyk.

10 a. m.—"Using Herbicides," by D. A. Shallock.

10:45 a. m.—"Pre-emergence Crab Grass Results," by R. E. Engel.

11 a. m.—"Insect Control on Lawns," by L. G. Merrill.

1:30 p. m.—"Maintenance of the 'Utility' Lawn and the 'Show' Lawn," by R. E. Engel.

2:15 p. m.—"Disease Control on Lawns," by S. H. Davis.

NEW JERSEY CONFERENCE

The third annual conference for New Jersey nurserymen has been scheduled for March 2 and 3 at Rut-

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3-yr. 17½c
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4-yr., S., T. 25c
3-yr., S., T. 20c

Taxus cuspidata, spreading
3-yr 22½c
2-yr. 17½c

Taxus browni, vase shape
3-yr. 22½c
2-yr. 17½c

Taxus baccata repandens
3-yr. 25c
2-yr. 20c

Taxus hicksi, upright
3-yr. 22½c
2-yr. 17½c

Taxus hatfield, upright
3-yr. 22½c
2-yr. 17½c

Taxus Lynch No. 1, dwarf spreading
3-yr. 22½c
2-yr. 17½c

Taxus T-31, semiglobe
3-yr. 22½c
2-yr. 17½c

Taxus, Vermeulen, upright
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Tsuga canadensis
3-yr., T. 30c
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All stock is listed by the number of years that it has been growing in outside beds. Terms of sale: All prices F.O.B. Lincoln, Del. All orders must be accompanied by cash or 25% deposit and balance C.O.D. or satisfactory credit references.

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2-yr., T., strong	$0.45	$0.40
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gers University, New Brunswick, N. J. According to Dr. William E. Snyder, Rutgers, the theme of the conference will be "Establishment and Maintenance of Turf." Special emphasis will be placed on turf consideration in the home grounds landscape.

KANSAS CONFERENCE

[Continued from page 22]

1959 to 140 in 1960 and expressed a desire to have 500 members in the near future.

Ladies' Program

An added attraction to the conference this year was the ladies' program on both days. Thursday the wives were given a grand tour of the campus, and on Friday they were furnished with an entire day's program.

Prof. Wayne Willis, horticulture department, K.S.U., demonstrated to the ladies the art of floral arranging, spoke on the care of house plants and answered numerous questions. Following was a talk on home landscaping by Prof. L. R. Quinlan, an authority in this field and head of landscape design at K.S.U. In the afternoon the ladies enjoyed a tour of the new home economics building on the campus.

Friday morning's program for the men began with another in a series of reports on pests of shade trees. Dr. Hugh Thompson spoke on "Insect Pests of Maple." Insects such as boxelder bugs, borers and bagworms were discussed and illustrated with slides. After his presentation, Dr. Charles Kramer, plant pathologist, K. S. U., continued with "Diseases of Maples." Species grown in the state were listed with the various types of diseases affecting them. Among the important diseases are heart rot, canker dieback and leaf spot. Other disorders, such as injury from temperature, water and nutrient relations and mechanical damage, may cause more serious damage then pathogenic organisms.

A more complete discussion of common insects was given in the afternoon, when Dr. Thompson reported on "'60 Insects and '61 Recommendations." In this report he included insects such as cankerworms, sawflies, bagworms and pests causing several types of gall on hackberry and oak trees.

Basic Botany

A film and slides shown by Dr. Lloyd Hulbert, plant ecologist and taxonomist, K.S.U., illustrated "How Plants Make Food." Such plant processes as photosynthesis were de-

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Made from pure polystyrene to Bird's high standards of quality. Rugged rim and quality construction assure strength and durability. Available in four sizes — 3½″, 4″, 4½″ and 6″ bulb pan, all in utility color.

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You get up to twice the price for plants grown in Bird Vita-Bands. They promote early maturity, prime plants. There are three types — for annual and vegetable plants; perennials and long-term crops; mechanical transplanting. Vita-Bands are your most economical growing container.

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Two types — lightweight for normal requirements, heavyweight for extended growing periods and rough use. For all perennials — roses, mums, shrubs, bulbs. Four sizes — 5″, 5½″, 6½″, 9½″, heights.

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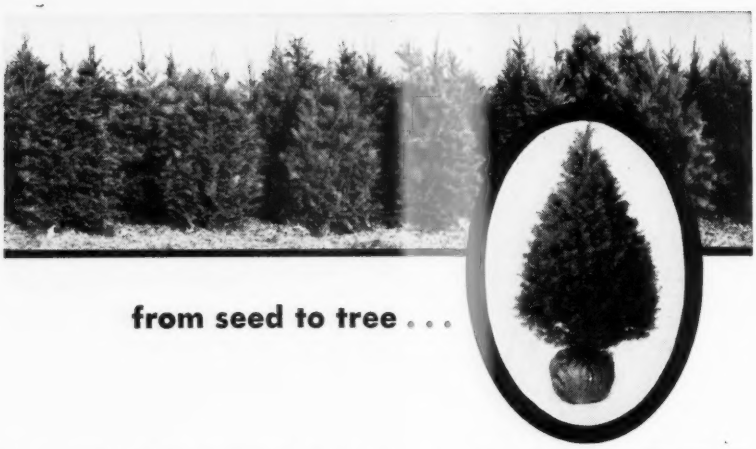

from seed to tree . . .

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Take heed ye mortals: Though a tree aspires,

To the heav'nly realm of sun and stars,

It holds to the earth with rootings firm,

And abides in peace with the lowly worm.

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Douglas Fir, blue 5 to 10 ins., T.	15.00
Colorado Blue Spruce 5 to 10 ins., T.	17.50
Canadian Hemlock 4-yr., 5 to 12 ins., T.	20.00

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2 to 3 ft.	$35.00	$300.00
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scribed well and information on other basic botany was given.

John Firsching, landscape engineer, Wichita, elaborated on the difficult job of "Selecting a Centennial Tree." Mr. Firsching stated that the tree should be ornamental as a street tree and on home lots, a tree with historical background, a tree beneficial to wildlife and a tree easily distributed and grown throughout the state.

He said the bur oak, Quercus macrocarpa, was a wise selection in that it possesses all these characteristics and is considered resistant to oak wilt, not subject to chlorosis under alkaline conditions, strong and long-lived and an interesting and picturesque tree not confined merely to landscape use.

"The Safe Handling of Insecticides" was discussed by Dr. Herbert Knutson, head, department of entomology, K. S. U. He reported on the toxicity of each insecticide and explained some of the harmful effects to be expected if insecticides are used carelessly. He suggested the use of preventive aids, such as masks, and common sense in handling dangerous chemicals and keeping medicine cabinets handy for the spray crew, with a list of antidotes and safety measures. A sheet containing names and locations of poison control centers was distributed.

Dutch Elm Disease

Dr. Hugh Thompson and L. A. Calkins, Kansas entomological commission, spoke on the spread and distribution of Dutch elm disease. It was illustrated by slides how the disease has spread from the Kansas City area, where it was first discovered in 1957, to an area including nearly all of the counties on the eastern side of the state and in one location near Emporia. Dr. Thompson reported on new research in spraying and recommended the planting of Christine Buisman elm, which is resistant to the disease, but not American elm hybrids, which are susceptible.

An unusual and interesting type of report, "Guess What — Plant Clinic," was given by Dr. Ray Keen and Dr. Hugh Thompson by letting the audience identify and diagnose a trouble described. Slides were shown illustrating various insect pests, diseases and other disorders, along with good and bad control practices. After questioning the speakers, the group adjourned.

ADDITIONAL storage space has been added to the Pack True-To-Name Nursery, McMinnville, Tenn.

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Transplanted stock grown in open field beds.

	Each 100 rate	Each 1000 rate
Abies concolor (Concolor Fir)		
4 to 6 ins., 4-yr., T.	$0.30	$0.20
6 to 8 ins., 5-yr., T.	.35	.25
10 to 15 ins., 5-yr., T.	.45	.38
Azalea kaempferi (Flame Azalea)		
3 to 6 ins., 2-yr., T.	.25	.22
6 to 8 ins., 3-yr., T.	.30	.28
Azalea Ghent Hybrid, mixed pastels		
2 to 4 ins., 2-yr., T.	.20	.18
4 to 6 ins., 2-yr., T.	.25	.22
Azalea mollis (Chinese Azalea)		
2 to 4 ins., 2-yr., T.	.12	.10
3 to 5 ins., 3-yr., T.	.20	.18
5 to 8 ins., 3-yr., T., field	.25	.22
Azalea mucronulatum, lavender		
1 to 3 ins., 1-yr., T.	.25	.20
4 to 6 ins., 2-yr., T.	.30	.25
6 to 8 ins., 3-yr., T.	.35	.30
Azalea poukhanensis		
2 to 3 ins., 2-yr., T.	.22	.20
3 to 4 ins., 3-yr., T.	.30	.28
Azalea schlippenbachi (Royal Azalea)		
1-yr., T., bedded	.18	.15
2 to 3 ins., 2-yr., T.	.22	.20
3 to 6 ins., 3-yr., T.	.30	.28
Buxus sempervirens welleri (Weller's Hardy Boxwood)		
4 to 6 ins., 2-yr., T.	.25	.22
6 to 8 ins., 2-yr., T.	.30	.28
8 to 10 ins., 3-yr., T.	.35	.32
10 to 12 ins., 3-yr., T.	.40	.38
12 to 15 ins., 4-yr., T.	.50	.45
Chamaecyparis filifera aurea (Golden Thread Cypress)		
3 to 4 ins., 2-yr., T.	.25	.22
4 to 6 ins., 2-yr., T.	.28	.25
Chamaecyparis lawsoniana allumi (Blue Cypress)		
4 to 6 ins., 2-yr., T.	.22	.18
6 to 10 ins., 2-yr., T.	.30	.28
10 to 12 ins., 3-yr., T.	.45	.40
12 to 15 ins., 3-yr., T.	.50	.45
Chamaecyparis plumosa aurea (Golden Plumed Cypress)		
4 to 6 ins., 2-yr., T.	.22	.18
6 to 8 ins., 2-yr., T.	.30	.28
8 to 10 ins., 3-yr., T.	.35	.30
10 to 15 ins., 3-yr., T.	.45	.40
Colorado Blue Spruce (Picea pungens)		
4 to 6 ins., 3-yr., T.	.18	.15
6 to 8 ins., 4-yr., T.	.22	.18
8 to 10 ins., 5-yr., T.	.28	.25
10 to 12 ins., 5-yr., T.	.35	.30
12 to 15 ins., 6-yr., T.	.40	.35
15 to 18 ins., 7-yr., T.	.45	.40
Douglas Fir (Pseudotsuga douglasi)		
4 to 6 ins., 4-yr., T.	.25	.18
6 to 8 ins., 4-yr., T.	.30	.20
8 to 10 ins., 5-yr., T.	.35	.25
10 to 15 ins., 5-yr., T.	.45	.38
Euonymus alatus (Winged Euonymus)		
6 to 10 ins., 2-yr., T.	.20	.18
10 to 12 ins., 3-yr., T.	.25	.20
12 to 18 ins., 4-yr., T.	.35	.32
Euonymus fortunei coloratus (Prostrate Evergreen Creeper) Low growing.		
4 to 8 ins., 1-yr., T.	.18	.16
8 to 12 ins., 2-yr., T.	.28	.25
Euonymus fortunei erectus (Evergreen Big-leaved Winter-Creeper)		
4 to 8 ins., 1-yr., T.	.18	.16
8 to 12 ins., 2-yr., T.	.25	.22
12 to 18 ins., 3-yr., T.	.35	.30
Euonymus radicans vegetus (Evergreen Winter-Creeper)		
3 to 4 ins., 1-yr., T., beds	.15	.12
4 to 8 ins., 1-yr., T., beds	.20	.18
8 to 10 ins., 2-yr., T.	.35	.30
10 to 12 ins., 3-yr., T.	.45	.40
12 to 15 ins., 4-yr., T.	.55	.50
Ilex crenata (Pyramidal Japanese Holly)		
8 to 10 ins., 2-yr., T.	.35	.32
10 to 12 ins., 3-yr., T.	.40	.38
12 to 15 ins., 3-yr., T.	.45	.42
15 to 18 ins., 4-yr., T.	.55	.50
Ilex crenata convexa (Bullata)		
8 to 10 ins., 2-yr., T.	.38	.35
10 to 12 ins., 2-yr., T.	.48	.45
12 to 15 ins., 3-yr., T.	.65	.55
12 to 18 ins., 5-yr., field	1.00	.90

	Each 100 rate	Each 1000 rate
Ilex crenata hetzi, large glossy leaf		
6 to 8 ins., 2-yr., T.	$0.30	$0.28
8 to 10 ins., 2-yr., T.	.40	.38
10 to 12 ins., 3-yr., T.	.45	.42
12 to 15 ins., 4-yr., T.	.60	.55
Ilex crenata helleri, very dwarf		
4 to 6 ins., 3-yr., T.	.38	...
6 to 8 ins., 4-yr., T.	.45	...
8 to 10 ins., 4-yr., T.	.75	...
10 to 12 ins., 5-yr., T.	.90	...
Ilex rotundifolia (Round-leaved Holly)		
8 to 10 ins., 2-yr., T.	.35	.30
10 to 12 ins., 3-yr., T.	.40	.35
12 to 15 ins., 4-yr., T.	.50	.45
12 to 15 ins., 5-yr., T., heavy	.65	.60
15 to 18 ins., 6-yr., T., field	1.00	.90
Juniper Andorra (Purple Andorra)		
4 to 6 ins., 1-yr., T.	.22	.20
6 to 8 ins., 1-yr., T.	.28	.25
8 to 10 ins., 3-yr., T.	.40	.38
Juniper canadensis aurea (Golden Canadian Juniper)		
4 to 6 ins., 2-yr., T.	.25	...
6 to 8 ins., 2-yr., T.	.35	...
Juniper glauca hetzi (Hetz Juniper)		
4 to 6 ins., 2-yr., T.	.20	.18
6 to 10 ins., 2-yr., T.	.25	.22
8 to 12 ins., 2-yr., T.	.32	.28
10 to 15 ins., 2-yr., T.	.35	.30
12 to 15 ins., 3-yr., T., ctbk.	.45	.42
12 to 18 ins., 4-yr., T., ctbk.	.55	.50
Juniper hibernica fastigiata (Compact Irish Juniper)		
4 to 8 ins., 2-yr., T.	.20	.18
8 to 10 ins., 2-yr., T.	.25	.22
10 to 12 ins., 2-yr., T.	.35	.30
12 to 15 ins., 3-yr., T.	.45	.40
Juniper horizontalis glauca		
6 to 8 ins., 2-yr., T.	.35	.32
8 to 10 ins., 2-yr., T.	.40	...
10 to 15 ins., 3-yr., T.	.50	...
Juniper chinensis pfitzeriana		
4 to 6 ins., 2-yr., T.	.28	.25
6 to 8 ins., 2-yr., T.	.32	.30
8 to 10 ins., 2-yr., T.	.45	.40
10 to 15 ins., 3-yr., T.	.50	.45
Juniper pfitzeriana compacta		
8 to 10 ins., 2-yr., T.	.45	...
Juniper pfitzeriana aurea		
4 to 6 ins., 2-yr., T.	.28	.25
6 to 8 ins., 2-yr., T.	.35	.32
8 to 10 ins., 2-yr., T.	.40	.38
10 to 12 ins., 2-yr., T.	.50	.45
12 to 15 ins., 3-yr., T.	.60	.55
Juniper stricta (Spiny Greek)		
4 to 6 ins., 2-yr., T.	.35	...
6 to 8 ins., 2-yr., T.	.40	...
8 to 10 ins., 2-yr., T.	.48	...
10 to 15 ins., 3-yr., T.	.55	...
Juniper squamata meyeri (Blue Meyer)		
3 to 4 ins., 2-yr., T.	.32	...
4 to 6 ins., 2-yr., T.	.40	...
6 to 10 ins., 3-yr., T.	.48	...
10 to 12 ins., 4-yr., T.	.55	...
Leucothoe catesbaei (Drooping Andromeda)		
3 to 4 ins., 1-yr., T.	.18	.16
4 to 6 ins., 2-yr., T.	.22	.20
6 to 8 ins., 2-yr., T.	.25	.22
8 to 10 ins., 3-yr., T.	.35	.30
Liquidambar styraciflua (Sweet Gum)		
6 to 12 ins., 2-yr., field	.06	.05
12 to 18 ins., 2-yr., field	.08	.06
18 to 24 ins., 3-yr., field	.10	.08
Mahonia aquifolium (Oregon Grape Holly)		
2-yr., bed run	.06	.05
2 to 4 ins., 2-yr., S.	.09	.07
3 to 5 ins., 3-yr., S.	.12	.10
Norway Spruce (Picea excelsa)		
4 to 8 ins., 3-yr., T.	.12	.05
5 to 10 ins., 4-yr., T.	.15	.06
10 to 12 ins., 4-yr., T.	.20	.12
12 to 15 ins., 5-yr., T.	.25	.18
Pieris japonica (Japanese Andromeda)		
1 to 3 ins., 1-yr., T.	.20	.18
3 to 4 ins., 2-yr., T.	.28	.25
4 to 6 ins., 3-yr., T.	.35	.30
6 to 8 ins., 4-yr., T.	.38	.35
Austrian Pine (Pinus nigra)		
6 to 8 ins., 3-yr., S.	.12	.02½
8 to 10 ins., 3-yr., S.	.15	.03½
10 to 15 ins., 4-yr., S.	.20	.04
(Order minimum, 500 at 1000 rate.)		
Pinus mugo, Tyrolean—Swiss		
2 to 3 ins., 3-yr., S.	.10	.09
3 to 4 ins., 3-yr., S.	.15	.12
4 to 6 ins., 3-yr., S.	.18	.16
(Order minimum, 500 at 1000 rate.)		

	Each 100 rate	Each 1000 rate
Pyracantha cocc. lalandi (Fire Thorn)		
4 to 6 ins., 2-yr., T.	$0.28	$0.25
6 to 8 ins., 2-yr., T.	.32	.30
8 to 10 ins., 2-yr., T.	.38	.35
10 to 12 ins., 3-yr., T.	.40	.38
Quercus palustris (Pin Oak)		
4 to 6 ins., 1-yr., S.	.10	.08
Rhododendron Hybrid, seed; from red stock.		
3 to 5 ins., 3-yr., T.	.35	.32
4 to 6 ins., 4-yr., T.	.45	.42
5 to 8 ins., 4-yr., T.	.55	.48
8 to 10 ins., 4-yr., T.	.85	...
Rhododendron catawbiense, rosy-purple		
6 to 8 ins.,	.55	.45
8 to 10 ins.,	.65	.60
Scotch Pine (Pinus sylvestris)		
8 to 14 ins., 4-yr., T.	.15	.05
10 to 15 ins., 4-yr., T.	.15	.06
(Order minimum, 500 at 1000 rate.)		
Taxus capitata (Upright Jap. Yew) Seedlings		
2 to 3 ins., 2-yr., S.	.05	.04
3 to 4 ins., 3-yr., S.	.07	.06
4 to 6 ins., 3-yr., S.	.09	.07
6 to 8 ins., 4-yr., S.	.15	.12
8 to 10 ins., 4-yr., S.	.18	.16
10 to 12 ins., 4-yr., S.	.22	.19
Taxus capitata (Upright Jap. Yew) Transplants		
4 to 6 ins., 3-yr., T.	.28	.25
6 to 8 ins., 3-yr., T.	.30	.25
8 to 10 ins., 3-yr., T.	.35	.32
8 to 15 ins., 3-yr., T., ctbk.	.45	.40
10 to 12 ins., 6-yr., T., ctbk.	.75	.65
12 to 15 ins., 6-yr., T., ctbk.	.90	.80
Taxus cuspidata (Spreading Yew)		
4 to 6 ins., 2-yr., T., beds.	.20	.18
6 to 8 ins., 2-yr., T., beds.	.25	.22
8 to 10 ins., 2-yr., T., ctbk.	.40	.38
10 to 12 ins., 3-yr., T., ctbk.	.45	.40
10 to 15 ins., 4-yr., T., fld.	.65	.55
Taxus media browni		
4 to 6 ins., 2-yr., T., beds.	.22	.20
6 to 8 ins., 2-yr., T., beds.	.28	.25
8 to 10 ins., 3-yr., T.	.45	.40
10 to 12 ins., 4-yr., T.	.55	...
10 to 15 ins., 5-yr., T., fld.	.65	...
Taxus media hicksi (Hicks' Yew)		
4 to 6 ins., 2-yr., T.	.20	.18
6 to 8 ins., 2-yr., T.	.25	.22
8 to 10 ins., 2-yr., T.	.35	.30
10 to 12 ins., 3-yr., T.	.45	.40
12 to 15 ins., 4-yr., T.	.55	.48
Thuja occidentalis (American Arborvitae)		
2 to 4 ins., 3-yr., S.	.08	.06
4 to 8 ins., 3-yr., S.	.10	.08
8 to 10 ins., 4-yr., S.	.15	.12
10 to 15 ins., 4-yr., S.	.20	.18
Thuja occidentalis douglasi aurea (Golden Douglas Arborvitae)		
8 to 10 ins., 3-yr., T.	.45	...
10 to 12 ins., 3-yr., T.	.55	...
12 to 15 ins., 4-yr., T.	.65	...
Thuja occidentalis elegantissima lutea (Golden Tipped Arborvitae)		
8 to 10 ins., 3-yr., T.	.35	.32
10 to 12 ins., 3-yr., T.	.40	.38
12 to 15 ins., 4-yr., T.	.50	.48
15 to 24 ins., 4-yr., T.	.65	...
Thuja occidentalis globosa, Woodward's		
8 to 10 ins., 2-yr., T.	.30	.28
10 to 12 ins., 3-yr., T.	.40	.38
12 to 15 ins., 3-yr., T.	.50	.45
Thuja occidentalis pyramidalis (Pyramidal Arborvitae)		
8 to 10 ins., 2-yr., T.	.38	.35
10 to 12 ins., 2-yr., T.	.45	.42
12 to 15 ins., 3-yr., T.	.55	.50
15 to 18 ins., 4-yr., T.	.65	.55
18 to 24 ins., 5-yr., T.	.75	...
Tsuga canadensis (Hemlock)		
6 to 8 ins., 3-yr., T.	.35	.32
8 to 10 ins., 4-yr., T.	.40	.35
Viburnum opulus nana, dwarf		
4 to 6 ins., 2-yr., T.	.25	.20
6 to 8 ins., 4-yr., T.	.45	...
White Spruce (Picea alba)		
6 to 10 ins., 5-yr., T.	.20	.10
10 to 12 ins., 5-yr., T.	.25	.15
12 to 18 ins., 5-yr., T.	.28	.18

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A.A.N. Day, Highway Talk Conclude Illinois Meeting

An address on "The Illinois Highway and the Landscape," a panel discussion on virus diseases in orchard trees and a review of American Association of Nurserymen projects were highlights of the several sessions of the 45th annual convention of the Illinois State Nurserymen's Association held subsequent to those reported in the previous issue of this magazine. The opening day, January 16, and the morning business session January 17, with the election of officers, were reported there.

Dr. Richard P. White, executive vice-president of the A. A. N., after presenting a talk on "The Challenge of the 60's" during the A. A. N. program, stated that this was his last official appearance at an I. S. N. A. convention. However, he said he would return sometime after his retirement. He has given 23 years' service to the nurserymen's association. A standing ovation was tendered Dr. White by the group.

After a lunch January 17, R. R. Bartelsmeyer, chief highway engineer, Illinois division of highways, Springfield, delivered a talk entitled "The Illinois Highway and the Landscape." At present, work is being done on 1,115 miles of highway in the state, most of this being in new roads.

In citing some of the objectives of the highway system, in terms of its specific interest to nurserymen and landscape contractors, Mr. Bartelsmeyer said that the roadside development of the new highway system must be planned with several factors in mind. One of the prime concerns is the beautification of the landscape. Relief of monotony in the landscape and soil erosion control also call for extensive plans. Other functional uses of plants being investigated include the planting of shrubs and trees to reduce headlight glare, excessive noise and turf maintenance costs.

Mr. Bartelsmeyer cautioned nurserymen not to plant quantities of special stock for the highway program until plant specifications for the various projects are thoroughly determined. In fact, he said, much of the plant requirements will undoubtedly be satisfied by stock available. He cautioned further that, until such time as the survival characteristics of different varieties are determined, the state highway department will not know what type of plants it will be seeking in abundance. He said that 30,000 multiflora roses are being tested for their effectiveness in preventing snowdrifts on the highways.

Another opportunity which the new interstate highway system offers for nurserymen and landscape contractors is the multiple system of roadside rest areas being planned. These areas will be landscaped with shade trees if there are not trees already growing on the chosen sites.

The closing event of the afternoon session on Tuesday was a film presentation, "Growth Response of Plants and Animals to Light Enegy," by John N. Ott, John Ott Studio, Lake Bluff, Ill. Mr. Ott gave a brief history of how his hobby of time-lapse photography developed into a full-time profession. His film, which he narrated, showed the growth of various types of plants, shortening their lengthy growth cycles to a matter of seconds.

Apple Virus Panel

Wednesday, January 18, the morning session was devoted to the panel discussion on viruses in orchard trees, particularly apples. Moderating the panel was Dr. J. R. Shay, head of the department of botany and plant pathology at Purdue University, Lafayette, Ind., who gave a preliminary survey of the subject. Three speakers presented papers on different aspects of the problem as follows: W. H. Wheeler, plant quarantine division, U. S. D. A., Beltsville, Md., talked on "The Provisions of the Nursery Stock Seed and Plant Quarantine No. 37 as They Affect the Importation of Certain Fruit Varieties and Their Understocks." D. F. Millikan, department of horticulture, University of Missouri, Columbia, took the topic, "Virus Diseases of Orchard Trees." R. M. Gilmer, fruit experiment station, Geneva, N. Y., spoke on "Clonal Rootstocks and Latent Viruses of Apple" and used slides to illustrate his comments. A full report of this session will be published in a later issue of the American Nurseryman.

Addressing the group at the

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Here's a rose so new, so magnificent that it's destined to become a favorite. Giant blooms (up to 6 inches across) of rich red plush underlaid with soft, chamois-skin textured yellow can only be admired in astonishment. H.T. (Meilland.) Pl. Pat. 1944.

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Chamaecyparis obtusa compacta	6.00	50.00
Chamaecyparis obtusa compacta nana	6.00	50.00
Chamaecyparis obtusa gracilis	6.00	50.00
Cornus florida alba plena	6.50	55.00
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Cornus florida rubra	6.50	55.00
Cornus florida rubra Prosser (Red-Flowering Dogwood)	6.50	55.00
Cornus kousa chinensis	6.50	55.00
Fagus sylvatica asplenifolia	6.50	55.00
Fagus sylvatica fastigiata	7.50	65.00
Fagus sylvatica heterophylla	6.50	55.00
Fagus sylvatica pendula	6.50	55.00
Fagus sylvatica riversi	6.50	55.00
Hamamelis mollis	6.50	55.00
Ilex aquipernyi (female)	7.50	65.00
Ilex aquipernyi (male)	7.50	65.00
Ilex opaca femina Hookstraw—Judge Brown—Miss Helen	7.50	65.00
Ilex opaca mascula	7.50	65.00
Juniperus chinensis Ames	$6.50	$55.00
Juniperus chinensis blaauwi	6.50	55.00
Juniperus chinensis columnaris glauca	6.50	55.00
Juniperus chinensis columnaris viridis	6.50	55.00
Juniperus chinensis Iowa	6.50	55.00
Juniperus chinensis keteleeri	6.50	55.00
Juniperus chinensis Maney	6.50	55.00
Juniperus chinensis Mountbatten	6.50	55.00
Juniperus chinensis sargenti	6.50	55.00
Juniperus chinensis sargenti glauca	6.50	55.00
Juniperus scopulorum Blue Haven	6.50	55.00
Juniperus squamata	6.50	55.00
Juniperus virginiana burki	6.50	55.00
Juniperus virginiana canaerti	6.50	55.00
Juniperus virginiana elegantissima	6.50	55.00
Juniperus virginiana glauca	6.50	55.00
Juniperus virginiana globosa	6.50	55.00
Juniperus virginiana pyramidiformis hilli	6.50	55.00
Juniperus virginiana schotti	6.50	55.00
Magnolia stellata Water Lily	7.50	65.00
Parrotia persica	6.50	55.00
**Pinus cembra	7.00	60.00
Thuja orientalis aurea nana	5.50	45.00
Thuja orientalis conspicua	5.50	45.00
Thuja orientalis elegantissima	5.50	45.00
Tsuga canadensis pendula	7.50	65.00

GRAFTED SPECIALTY ITEMS—LIMITED QUANTITY

	Each
Abies nobilis glauca	$1.00
Abies nordmanniana	.85
Cornus florida welchi	1.00
Fagus sylvatica purpureo pendula	1.00
Fagus sylvatica Tricolor	1.00
Magnolia sieboldi parviflora	.85
Pinus bungeana	$0.80
**Pinus parviflora glauca	1.00
**Pinus strobus fastigiata	.80
**Pinus strobus nana	.80
**Pinus strobus pendula	.80
Sophora japonica pendula	.75

**Five-needle Pines cannot be shipped in the following states: Arizona, California, Colorado, Georgia, Kentucky, New Mexico, Nevada, South Carolina and Tennessee. SEE OUR SEEDLING AND TRANSPLANT SPECIAL PAGE 38

HESS' NURSERIES P. O. Box No. 128 Wayne, N. J.

20,000 TAXUS

	Each Per 100	Each Per 1000
T. wardi, 12 to 16 ins.	$2.25	$2.00
T. hatfieldi, 12 to 16 ins.	2.25	2.00
T. browni, 12 to 16 ins.	2.25	2.00
T. capitata, 12 to 16 ins.	2.25	2.00
T. hicksi, 12 to 16 ins.	2.25	2.00
T. henryi, 12 to 16 ins. (The originator's true strain.)	2.25	2.00

Your visit to the nursery would be most welcome. New Jersey Turnpike Exit No. 9 to New Brunswick and Easton Ave.

BELL ACRE NURSERIES

P. O. Box 597, Easton Ave. Phone: EL 6-0980 South Bound Brook, N. J.

"Treat's Trees"

TAXUS

BOLTON EVERGREEN NURSERIES

R. F. D. No. 2 Manchester, Conn.

Phone: Mitchell 9-2377

QUALITY STOCK GROWN BY US

Roses, Azaleas, Evergreens, California Privet, Green Barberry, Red Barberry (fine strain).

Seedlings and transplants.

DANEGGER'S HI-WAY NURSERY, INC.

P. O. Box 336 MILFORD, DEL.

A. A. N. session after lunch, Vincent J. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., president of the A. A. N., urged efforts to increase membership in the national group, reviewed the accomplishments at the several conferences which the association had sponsored in recent months and expressed his optimism concerning the trade's future.

Landscaping Award

Presentation of the A. A. N. industrial landscaping awards followed, President Bailey conferring them on Ralph N. Melin & Associates, architects, and Wheeling Nurseries, Inc., Wheeling, Ill., nurserymen, for the 1500 Chicago Avenue apartment project, at Chicago. Robert Kruse accepted the award on behalf of the nursery firm.

Howard P. Quadland, director of public information for the A. A. N., New York, N. Y., told the group that a recent survey of homeowners indicated that they felt landscape work had greatly increased the value of their homes, a fact that nurserymen should stress in their sales efforts. Results of marketing surveys, Mr. Quadland said, should be used in practical applications. He cited work being done to promote public thinking toward garden living and urban renewal. The industry's need of more effective communication with the public concerning the use of its products was emphasized by Mr. Quadland in closing.

Robert F. Lederer, A. A. N. legislative assistant, advised the nurserymen to keep aware of legislative moves in the capital. Minimum wage and migratory labor legislation are likely to come up for action soon, he said. Government competition on the state level will be a continued field of concern for the association, also.

Marketing Data Needed

Dr. Richard P. White, the concluding speaker, after mentioning his approaching retirement, talked on "The Challenge of the 60's." The main challenge, he declared, is the betterment of competitive efforts in the trade. The A. A. N. stands ready to asist in this. He felt that more marketing data should be obtained and that co-operation with other groups of like interests should be continued, especially with legislative groups. The challenge presented by competition must be met by the nurserymen individually and collectively through the state and national organizations, he declared. Shoddy, illegitimate competition was the only type for which he felt the trade should seek regulation.

CONTAINER-GROWN STOCK

Our container-grown nursery stock is the very best quality produced in the south. We have given very careful attention to soil mixture, feeding, watering and general care. We are very proud of this container-grown stock and justly so.

Container-grown stock can be planted anytime during the year and we advise you to get your supply early. You have the advantage of a better selection, as well as being able to offer your customers their stock earlier. You profit by bringing people into your establishment first.

All one-gallon items are grown in green Plantainers. All two-gallon items are grown in green 8-inch Nursericans.

For full truckloads we can arrange for very economical transportation. Available trucks can haul from 4200 to 4500 one-gallon container-grown plants—door-to-door delivery—at a very low cost.

MINIMUM ORDER—25 plants of one variety. 250 plants or more of one variety take the 1000 rate.

AZALEAS

	100	1000
CORAL BELLS		
1-gal.	$0.65	$0.60
HEXE		
1-gal.	.65	.60
HINODEGIRI		
1-gal.	.65	.60
2-gal.	1.50	1.40
SNOW		
1-gal.	.65	.60

	100	1000
CLEYERA JAPONICA		
2-gal.	$1.50	$1.40
GARDENIA RADICANS		
1-gal.	.60	.55
ILEX AQUIPERNYI BRILLIANT		
1-gal.	.70	.65
ILEX CORNUTA BURFORDI		
1-gal.	.65	.60
2-gal.	SOLD	OUT

	100	1000
ILEX CORNUTA ROTUNDA		
1-gal.	$0.75	$0.70
ILEX CRENATA BULLATA		
1-gal.	.65	.60
2-gal.	1.15	1.00
ILEX CRENATA DIVARICATA		
1-gal.	.60	.55
ILEX CRENATA HELLERI		
1-gal.	.65	.60
2-gal.	1.50	1.40
ILEX CRENATA HETZI		
1-gal.	.65	.60
2-gal.	1.15	1.00
ILEX CRENATA MICROPHYLLA		
1-gal.	.65	.60
ILEX CRENATA REPANDENS		
1-gal.	.60	.55
ILEX CRENATA ROTUNDIFOLIA		
1-gal.	.65	.60
ILEX OPACA EAST PALATKA		
1-gal.	.60	.55

	100	1000
ILEX VOMITORIA (Schilling's Dwarf Yaupon)		
1-gal.	$0.75	$0.70
2-gal.	1.50	1.40
LIGUSTRUM LUCIDUM COMPACTUM		
1-gal.	.60	.55
LIRIOPE MUSCARI MAJESTIC		
1-gal.	.60	.55
LIRIOPE MUSCARI VARIEGATA		
1-gal.	.65	.60
PODOCARPUS SINENSIS (Japanese Yew)		
1-gal.	.65	.60
PYRACANTHA COCCINEA LALANDI		
1-gal.	.65	.60
2-gal.	1.50	1.40
PYRACANTHA CRENATA-SERRATA GRABERI		
1-gal.	.65	.60
PYRACANTHA FORMOSANA		
1-gal.	.65	.60
2-gal.	1.50	1.40
PYRACANTHA GOVERNMENT RED		
1-gal.	.65	.60

LINING-OUT STOCK

	100	1000
BUXUS HARLANDI		
4 to 6 ins.	$12.00	$110.00
6 to 8 ins.	15.00	140.00
BUXUS JAPONICA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
BUXUS SEMPERVIRENS		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
CAMELLIA SASANQUA		
Cleopatra		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Crimson Tide		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Dainty Pink		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Daydream		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Hino-de-Gumo		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Jean May		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Mine-No-Yuki (Double White)		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Miss Auburn		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Pink Snow		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
Rosea		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
Texas Star		
6 to 8 ins.	17.00	150.00
CHERRY LAUREL		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
CLEYERA JAPONICA		
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
ELAEAGNUS FRUITLANDI		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
FATSHEDERA (Tree Ivy)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
FEIJOA (Pineapple Guava)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
GARDENIA FORTUNEI		
8 to 12 ins.	12.00	110.00
12 to 18 ins.	15.00	140.00

	100	1000
GARDENIA MYSTERY		
8 to 12 ins.	$12.00	$110.00
12 to 18 ins.	15.00	140.00
GARDENIA RADICANS		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
GINKGO BILOBA (Seedlings)		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
ILEX CORNUTA BURFORDI		
6 to 8 ins.	20.00	180.00
8 to 12 ins.	22.50	200.00
ILEX CRENATA BUXIFOLIA		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
8 to 12 ins.	20.00	180.00
ILEX CRENATA HELLERI		
4 to 6 ins.	20.00	180.00
ILEX CRENATA MICROPHYLLA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
ILEX CRENATA REPANDENS		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
ILEX CRENATA ROTUNDIFOLIA		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00
ILEX VOMITORIA DWARF (Dwarf Yaupon)		
4 to 6 ins.	15.00	140.00
6 to 8 ins.	17.00	150.00
ILLICIUM ANISATUM (Anise Tree)		
18 to 24 ins.	20.00	180.00
JUNIPERUS CHINENSIS PFITZERIANA		
4 to 6 ins.	12.00	110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS DEPRESSA PLUMOSA (Andorra)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS EXCELSA STRICTA (Spiny Greek)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
JUNIPERUS SABINA (Savin Juniper)		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
LIGUSTRUM LUCIDUM COMPACTUM		
4 to 6 ins.	10.00	90.00
6 to 8 ins.	12.00	110.00

ORIENTAL MAGNOLIAS

MAGNOLIA ALEXANDRINA
MAGNOLIA RUSTICA RUBRA
MAGNOLIA SOULANGIANA
MAGNOLIA SOULANGIANA NIGRA

	100	1000
2-yr., Liners, 8 to 12 ins.	$35.00	$300.00
2-yr., Liners, 12 to 18 ins.	40.00	350.00
2-yr., Liners, 18 to 24 ins.	45.00	400.00
MAGNOLIA STELLATA		
2-yr., Liners, 6 to 8 ins.	35.00	300.00
2-yr., Liners, 8 to 12 ins.	40.00	350.00
2-yr., Liners, 12 to 15 ins.	45.00	400.00

	100	1000
MAGNOLIA GRANDIFLORA		
4 to 6 ins.	$12.00	$110.00
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
12 to 18 ins.	20.00	180.00
18 to 24 ins.	22.50	200.00
NANDINA DOMESTICA		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
OSMANTHUS SAN JOSE		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
PHOTINIA GLABRA		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00
PINUS DENSIFLORA (Japanese Red Pine)		
6 to 8 ins., S., Trans.	10.00	90.00
8 to 12 ins., S., Trans.	12.00	110.00
PINUS HALEPENSIS (Aleppo Pine)		
4 to 6 ins., S.	6.00	50.00
6 to 8 ins., S.	7.50	60.00
8 to 12 ins., S.	10.00	90.00
PINUS THUNBERGI (Japanese Black Pine)		
6 to 8 ins., S., Trans.	10.00	90.00
8 to 12 ins., S., Trans.	12.00	110.00
PITTOSPORUM TOBIRA VARIEGATA		
6 to 8 ins.	15.00	140.00
8 to 12 ins.	17.00	150.00
VIBURNUM MACROPHYLLUM		
6 to 8 ins.	12.00	110.00
8 to 12 ins.	15.00	140.00

250 plants or more of one variety and size take the 1000 rate.

BLACKWELL NURSERIES, Semmes, Ala.

PINUS THUNBERGI LINERS AND FINISHED STOCK

BLACK PINE

	Per 1000
1-yr., S., 3 to 5 ins.	$ 30.00
2-yr., S., 6 to 10 ins.	50.00
3-yr., S., 15 to 20 ins.	75.00
4-yr., S., 18 to 24 ins.	150.00
3-yr., T., 12 to 18 ins.	250.00
4-yr., T., 18 to 20 ins.	500.00
5-yr., T., 24 to 30 ins.	1000.00

	Each
2 to 3 ft., sheared, B&B	$ 4.00
3 to 4 ft., sheared, B&B	7.50
4 to 5 ft., sheared, B&B	10.00
5 to 6 ft., sheared, B&B	12.50
6 to 8 ft., sheared, B&B	20.00

Our Black Pine are grown from a Northern Japan Compact strain and are very dark green in color.

BAIER LUSTGARTEN

Jericho Turnpike, Middle Island, L. I., N. Y.

Phone: YAphank 4-3444

Long Island's Largest Nurseries

WRITE FOR CATALOG

GARDEN SHOP OPERATORS

Are you looking for sources of supply for foliage plants, bedding plants, giftware or other items which you can sell at a profit in your garden store? The classified advertisements in The Florists' Review, ranging from 15 to 21 pages, including hundreds of separate offers, will supply you with these leads.

Articles in the magazine, such as reports of all major gift shows pointing out new planter items or fast-selling gift items, will give you added sources of supply. A series of articles on foliage plants will acquaint you with unusual varieties. Articles on bedding plants will also be of assistance. In addition, a special garden supply issue will provide ideas and more sources of supply.

Clip this coupon and mail today!

FLORISTS' REVIEW
343 South Dearborn St.
Chicago 4, Ill.

Please enter my order for a one year's subscription to The Florists' Review (52 issues). Enclosed is my remittance of **$8.00.**

NAME_____

ADDRESS_____

OBITUARY

Arthur J. Bruce

Arthur J. Bruce, a recently retired Iowa nurseryman, died at the Iowa Methodist hospital, Des Moines, January 23 after an illness of several months. One of the founders of the Des Moines Nursery Co. in 1917, he later became the sole owner of the business. He had also been active in the Iowa Nurserymen's Association, which he served as president in 1934 and 1935. About 1958 he formed a partnership with H. B. Kirkpatrick. Mr. Bruce retired a few months ago, and Mr. Kirkpatrick is now conducting a nursery at Ankeny, Ia. Surviving Mr. Bruce are a son, Verne O.; a brother, and a sister.

John G. Bacher

John G. Bacher, 78, well-known Oregon horticulturist and lecturer, died January 19 after a long illness. Mr. Bacher gained recognition in horticultural circles for his chrysanthemum, rhododendron, camellia and petunia hybrids, winning the Johnny Appleseed award of the Men's Garden Clubs of America in 1945.

A native of Bern, Switzerland, he settled at Portland, Ore., in 1906 and operated the Swiss Floral Greenhouses, Portland, for many years until they were destroyed by fire in 1958. Mr. Bacher instigated many horticultural projects in the northwest, among them the rhododendron test gardens on Crystal Springs Island, Portland. C. H. P.

WASHINGTON CONVENTION

[Continued from page 17]

efforts would be made this year to obtain new members among related industry men, all the nurserymen having been signed up. Acting director for the Southwest chapter area, Dr. J. Harold Clark, Long Beach, spoke of difficulties of the nurserymen to get together in the largely undeveloped area.

Label Importance Told

John Pierce, Puget Sound Seed Co., recommended that garden shop operators and their salesmen become more familiar with the data concerning product use which appears on the labels of packaged insecticides and fungicides. These labels, he declared, show the result of research by experts who have come up with formulas that meet United States

SMART NURSERYMEN DON'T TAKE CHANCES with any part of their operation. Since we operate a nursery, we understand the need for constant testing and improving, but we stick to **tried-and-true** methods, once they prove best . . . and MOST ECONOMICAL!

DON'T TRUST TO LUCK with untried pots . . . top nurserymen all over the country still prefer tried-and-true TIME-TESTED Cloverset pots. First in the field with the finest . . . Cloverset quality pots, since 1935 . . . and most economical, too!

ORDER YOUR *Cloverset* TIME-TESTED POTS TODAY!

For ROSES, PERENNIALS, SHRUBS and YOUNG TREES

Size	Height	Top Diam.	Nearest Clay Pot	No. in Carton	WEIGHT Per 1000	F.O.B. Kansas City Per 100	F.O.B. Kansas City Per 1000	
No. 0	5½ ins.	5 ins.	6 ins.	200	210 lbs.	$4.25	$40.00	Cloverset Pot Prices
No. 1	6½ ins.	6 ins.	7 ins.	100	340 lbs.	5.25	50.00	
No. 2	9½ ins.	7 ins.	8 ins.	100	535 lbs.	5.75	55.00	
No. 3	9 ins.	8 ins.	9 ins.	100	600 lbs.	6.25	60.00	F.O.B. Kansas City
No. 4	13 ins.	12 ins.	....	25	Per 100 133 lbs.	25 pots, $7.70; 50 pots, $14.60; 75, $21.75; 100, $26.15; 1000, $231.00.		

YOU MAKE MORE PROFIT WITH CLOVERSET POTS *DESIGNED EXCLUSIVELY* TO FIT NURSERY OPERATION

Developed by nurserymen for nurserymen, to combat cut-rate competition, Cloverset pots are still the best means of offering a quality product. Only nurserymen have facilities for potting quality dormant stock and offering a genuine nursery-grown growing plant. Take advantage of your ability as a nurseryman, use Cloverset pots to make more money selling to the quality-conscious market. You can be sure the pot will keep your plants in the top-quality condition you need for fast moving cash-and-carry trade. Order yours today . . . or use the coupon for a sample.

SEND THIS COUPON for a sample set of Cloverset Pots

☐ I enclose 50c; send sample set of Cloverset pots (limit, one set. Offer good in Continental U. S. and Canada only).

☐ Send information FREE on how to use Cloverset pots for greater profits!

NAME .....

FIRM .....

ADDRESS .....

CITY .....ZONE ....STATE .....

Cloverset Farm

Dept. AN 021
10550 Wornall Rd.
Kansas City 14, Mo.

CHAPMAN'S NURSERY

553 Church St. Indiana, Pa.

		Per 100	Per 1000
Scotch Pine			
(2-0), 2-yr., S.,	4 to 8 ins...	$ 3.00	$ 15.00
(3-0), 3-yr., S.,	8 to 16 ins...	5.00	20.00
Austrian Hill, German, French, Spanish and Herbst—nonyellowing varieties.			
American Red Pine			
(3-0), 3-yr., S.,	5 to 10 ins...	3.00	15.00
Austrian Pine			
(3-0), 3-yr., S.,	5 to 10 ins...	3.00	15.00
(3-0), 3-yr., S.,	8 to 14 ins...	5.00	20.00
Mugho Pine			
True dwarf Tyrolean strain			
(3-0), 3-yr., S.,	3 to 5 ins...	5.00	25.00
(4-0), 4-yr., S.,	5 to 9 ins...	8.50	45.00
(3-3), 6-yr., T.,	5 to 10 ins...	30.00	200.00
Norway Spruce			
(3-0), 3-yr., S.,	5 to 10 ins...	5.00	20.00
(3-0), 3-yr., S.,	10 to 12 ins...	7.00	30.00
(4-0), 4-yr., S.,	12 to 18 ins...	8.50	40.00
Colorado Blue Spruce			
(3-0), 3-yr., S.,	3 to 6 ins...	3.00	15.00
(3-0), 3-yr., S.,	6 to 10 ins...	8.00	30.00
(3-2), 5-yr., T.,	5 to 10 ins...	9.00	50.00
(3-3), 6-yr., T.,	10 to 14 ins...	13.00	90.00
Black Hills Spruce			
(3-0), 3-yr., S.,	4 to 8 ins...	5.00	25.00
(3-0), 3-yr., S.,	8 to 12 ins...	8.50	35.00
(3-2), 5-yr., T.,	5 to 10 ins...	9.00	50.00
(3-2), 5-yr., T.,	10 to 14 ins...	12.00	80.00
Douglas Fir			
(2-0), 2-yr., S.,	4 to 8 ins...	5.00	20.00
American Arborvitae			
(3-2), 5-yr., T.,	5 to 10 ins...	9.00	50.00
(3-3), 6-yr., T.,	10 to 16 ins...	13.00	90.00

B & B EVERGREENS

ARBORVITAE
HEMLOCK JUNIPER
TAXUS

Nursery located north end of Broad Brook on Connecticut Highway No. 140.

Ask for Wholesale Price List

E. NORMAND MYERS
Nurseryman
Broad Brook, Conn.

"A Friendly, Efficient Sales Service"

E. D. ROBINSON
SALES AGENCY

38 S. Elm St. P. O. Box 247
Wallingford, Conn.

Representing Wholesale Growers of Fine Nursery Stock.

SERVING THE NURSERY TRADE FOR MORE THAN A QUARTER OF A CENTURY.

See our large ad on pages 24 and 25 of the January 1 issue.

NORTHERN COLLECTED EVERGREENS
FERNS
PLANTS
SHRUBS
WILLIAM CROSBY HORSFORD
CHARLOTTE, VT.

Department of Agriculture standards. Frequently the chemicals used are poisons and can be deadly to humans if improperly handled.

George W. Eade, chief nursery inspector in the state, said that there had been only 14 rejections on incoming stock and 10 on outgoing stock, the latter being due to some variation from the terminal state's laws. There were 29 condemnations of plants, most of which were packaged. Store temperatures run higher than desirable to keep plants in good condition, something which the supermarkets have not yet fully learned, it was stated.

Advertising Plans

At the A. A. N. luncheon, which followed Mr. Eade's talk, Fred M. Goranson, Gorenson Rune Co., Seattle, spoke on advertising. Advertising expenditures, he said, should be on a par with capital investments, because the former likewise speed the product output and spread the profit margin. He recommended the featuring of a corporate image, some physical emblem, so that brand names could be promoted.

Experimenting with different media was urged, as well as switching the products featured in different media. Use only established media, he added. One's business should be analyzed, so that advance planning of an advertising program can be done, Mr. Gorenson continued. A year's plans should be broken down into seasons, and each period planned completely in advance.

A coffee break followed election of chapter officers at this time, and then Albert Wilson, Corona Clipper Co., Menlo Park, talked on landscape gardening, illustrating his remarks with slides.

Retailer - Wholesaler Panel

Final event of the Tuesday program was a panel discussion, moderated by Dr. J. Harold Clark, with Ed Hume and Brian Taylor advancing the ideas of retailers and James Doty, Doty & Doerner, Portland, Ore., and Jack Van Well, Van Well Nursery, Wenatchee, Wash., stating the views of the wholesalers.

The retailers felt wholesalers should furnish tags, colored pictures and packaging for stock purchased. More efforts at standardizing products was urged, to simplifying buying by the retailers and to allow better competition with chain stores. Mats for preparing advertisements were another item asked of the wholesalers.

The wholesalers' comments stressed the fact that the supermarkets paid their bills promptly, while the sup-

CHINESE CHESTNUTS

Your customers will need trees as they homestead the new "Kennedy Frontiers." Stock up now on old Republican prices. Order early so they can take along.

	Each	25 to 100
8 to 10 ft., ¾ to 1-in. cal.	$3.00	
10 to 12 ft., 1½ to 2½-in. cal.	3.50	
12 to 15 ft., 2 to 3½-in. cal.	4.00	

Loaded on your truck or packed at cost.
50c less to dig yourself.

TERMS: 25% down, balance before shipping unless credit established.

NUT TREE NURSERIES

R. D. No. 1 Downingtown, Pa.
Phone: ANdrews 9-3296

EVERGREENS

300 acres of choice Evergreens ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.

Plant Quality Nursery Stock

Seedlings and Transplants

- Pines
- Firs
- Spruce
- Hemlock
- Christmas Tree Stock
- Nut Trees
- Ornamentals
- Flowering Trees

Write for free catalog or call
Hopkins 5-5696

Pikes Peak Nurseries

Quality Nursery Stock For More Than 35 Years

801 Water St. Indiana 1, Pa.

VOSTERS
NURSERIES AND GREENHOUSES, INC.

Tropical Foliage Plants for Interior Decor

Main Office,
Secane, Pa.
(Suburban Philadelphia)
Cutler, Florida
Perrine, Florida
Wilmington, Delaware

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WHOLESALE ONLY

TRIM TREE NURSERY

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It pays to plant The Best

SEEDLINGS

Excellent Root Systems, Hardy ORDER NOW!

Grown at High Altitude—In the Heart of the Original Pine Forests In Indiana County—The Capital of the Christmas Tree World

We grow and sell hundreds of thousands of evergreen seedlings each year. We have always been sold out before the first of April. We suggest that you order early for our seedlings.

PINE SEEDLINGS

SCOTCH PINE, French Auvergne

	Per 100	Per 1000
2-yr., 2 to 4 ins.	$ 2.00	$ 7.50
2-yr., 4 to 8 ins.	3.50	22.50
3-yr., 8 to 12 ins.	4.50	30.00
4-yr., 12 to 16 ins.	8.00	50.00

SCOTCH Pine, Spanish

2-yr., 2 to 4 ins.	2.00	7.50
2-yr., 4 to 8 ins.	3.50	22.50
3-yr., 8 to 12 ins.	4.50	30.00

The above strains are short needle and good color. These strains are among the best for Christmas trees.

SCOTCH PINE, German

3-yr., 8 to 12 ins.	4.50	20.00
3-yr., 12 to 18 ins.	6.00	25.00

SCOTCH PINE, Riga

2-yr., 2 to 4 ins.	2.00	7.00
2-yr., 4 to 8 ins.	3.50	22.50

The above two strains have approximately a 2-in. needle with proper branch angle. Also good for Christmas trees.

WHITE PINE

2-yr., 3 to 5 ins.	3.00	15.00
2-yr., 4 to 7 ins.	4.00	25.00
4-yr., 5 to 8 ins.	5.00	30.00
4-yr., 8 to 14 ins.	7.00	40.00

Soft needle, straight stem, fast growing. For Christmas trees, ornamentals, windbreak and timber.

AUSTRIAN PINE

2-yr., 2 to 4 ins.	3.00	15.00
2-yr., 4 to 8 ins.	4.00	25.00
3-yr., 7 to 9 ins.	5.00	27.50
3-yr., 9 to 12 ins.	7.00	30.00

Long needle. Used for highway planting, windbreaks, Christmas trees and ornamentals.

RED OR NORWAY PINE

3-yr., 3 to 5 ins.	3.00	15.00
3-yr., 5 to 10 ins.	4.00	25.00

A fine tree with long dark needles. Best for background or screen planting. Very easily grown in most types of soil.

PONDEROSA PINE

3-yr., 7 to 9 ins.	2.00	15.00
3-yr., 9 to 14 ins.	4.00	20.00

One of the longest needle pines and light in color. Colorado seed origin.

MUGHO PINE, Tyrolean

3-yr., 5 to 8 ins.	3.00	22.50

Dwarfest of Mugho Pines. Sheared and well budded.

SPRUCE SEEDLINGS

NORWAY SPRUCE

	Per 100	Per 1000
2-yr., 4 to 6 ins.	$ 3.00	$15.00
2-yr., 6 to 9 ins.	4.00	20.00
3-yr., 8 to 12 ins.	5.00	25.00
3-yr., 12 to 16 ins.	6.00	35.00
4-yr., 14 to 20 ins.	10.00	40.00

Our species of Norway Spruce is one of the best we know of. Very good for Christmas trees and timber. Has good color and fast grower.

BLACK SPRUCE, Mariana

3-yr., 5 to 7 ins.	4.00	20.00
3-yr., 7 to 12 ins.	5.00	25.00
3-yr., 12 to 14 ins.	6.00	30.00

Black Spruce has a finer needle, good color. Shapes compact with little attention.

WHITE SPRUCE

2-yr., 3 to 5 ins.	3.00	15.00
3-yr., 5 to 9 ins.	5.00	20.00
4-yr., 12 to 20 ins.	8.00	30.00

White Spruce requires very little shaping. Short needles and bluish-gray color. Good for ornamentals and one of the best for Christmas trees.

COLORADO BLUE SPRUCE

2-yr., 2 to 4 ins.	2.00	15.00
2-yr., 4 to 7 ins.	4.50	25.00
3-yr., 8 to 12 ins.	6.00	30.00
4-yr., 12 to 14 ins.	15.00	100.00

The old stand-by. Best for ornamentals, also used for Christmas trees. Our seed from collected blue trees. We have had comments from many growers recommending these seedlings for quality and color.

NO ENGELMANN SPRUCE THIS SEASON

FIR SEEDLINGS

DOUGLAS FIR

	Per 100	Per 1000
2-yr., 4 to 6 ins.	$2.50	$20.00
3-yr., 5 to 8 ins.	4.00	25.00
3-yr., 8 to 12 ins.	5.00	30.00
3-yr., 12 to 14 ins.	8.00	40.00

Needs no introduction. The aristocratic Christmas tree.

BALSAM FIR

3-yr., 3 to 5 ins.	2.50	18.00
3-yr., 5 to 8 ins.	4.50	35.00

Has been used for Christmas trees longer than any other species. Short needle, straight stem, medium fast grower and good color.

CONCOLOR FIR

2-yr., 2 to 4 ins.	3.00	20.00
2-yr., 4 to 8 ins.	5.00	30.00

Used for ornamentals and Christmas trees with good color.

HEMLOCK SEEDLINGS

HEMLOCK, canadensis

2-yr., 3 to 5 ins.	3.50	25.00
2-yr., 4 to 7 ins.	5.00	40.00

Grown from seed (not collected stock). Good for ornamentals, hedges and timber.

LARCH SEEDLINGS

LARCH, Japanese

1-yr., 4 to 10 ins.	3.00	15.00

LARCH, European

1-yr., 4 to 10 ins.	3.00	15.00

Not an evergreen. Suitable for timber, windbreaks with light green color and graceful appearance.

RED CEDAR SEEDLINGS

RED CEDAR, Platte River

1-yr., 3 to 5 ins.	3.50	20.00

A juvenile form with light green foliage and slender pendulous branchlets.

CHESTNUT SEEDLINGS

CHESTNUT, Ching-Chow

	Per 10	Per 100	Per 1000
1-yr., 10 to 18 ins.	$3.00	$20.00	$ 75.00
2-yr., 18 to 24 ins.	4.00	30.00	100.00
2-yr., 24 to 36 ins.	6.00	40.00	150.00

Blight-resistent. Chinese strain. Nearest to the native nut flavor.

NO TRANSPLANTS OF ANY SPECIES AVAILABLE

All stock offered subject to prior sale.

We guarantee all stock represented herein for size and quality, or your money will be cheerfully refunded. Because of many conditions beyond our control, such as delay in shipment, mishandling on arrival, etc., we cannot guarantee survival of seedlings.

ORNAMENTALS: We do not have any ornamentals of any kind or species, balled or bare root.

OUR SEEDLINGS are grown under natural conditions. It has not been necessary for us to force our growing through irrigation or watering of any kind. We endeavor to make our seedlings hardy and able to withstand drought. We do not raise them on beefsteak and expect our customers to grow them later on water and crackers.

QUANTITY DISCOUNT FURNISHED ON REQUEST

TERMS OF SALE: All prices are F.O.B. Indiana, Pa. Stock is shipped C.O.D. parcel post or by express. State preference when ordering. All orders must be accompanied by full payment or by 25% deposit with balance before shipment or C.O.D. or satisfactory credit reference.

SCHROTH'S NURSERY

R. D. 2 **Clymer, Pa.**

PIERIS JAPONICA

The most beautiful broad-leaved evergreen of all. In summer the color of the foliage is always changing, first red, then pale green and then dark green. In August the flower buds form in graceful racemes for next spring's flowers. White Lily-of-the-Valley flowers appear with the first warm weather and often last six weeks. Grows well in sun or shade. Makes a nice contrast with azaleas and rhododendrons.

4 to 6 ins., T., br. ..... **15c** each
6 to 8 ins., T., br. ..... **20c** each

VIBURNUM RHYTIDOPHYLLUM

(Leather-leaved Viburnum)

Large, leatherlike evergreen leaves, red berries. Much used for flower arrangements.

6 to 8 ins. ..... **25c** each

CHINESE MAGNOLIAS

Soulangiana nigra, dark purplish-pink.
Rustica rubra, pink.
Pink superba, pink.
Stellata (Star Magnolia), semidouble, pure white.
Alexandrina, large, late pink.
Lennei, pink.
Soulangiana, pink.
Alba superba, white.

All 2-yr., 12 to 18 ins., on own roots. **75c** each.

Minimum order, 5 of one kind.

SEND FOR LIST OF UNUSUAL PLANTS.

ALANWOLD NURSERY
Neshaminy, Bucks Co., Pa.

CASTANEA MOLLISSIMA

(Chinese Chestnut)

Blight-resistant Chinese Chestnut trees raised from a heavy-bearing strain originally obtained from the U. S. D. A. and now generally known as the Hemming strain.

	Per 10	Per 100	Per 1000
1-yr., 18 to 24 ins.	$ 4.00	$35.00	$325.00
2-yr., 2 to 3 ft.	7.00	65.00	600.00
3 to 4 ft.	10.00	85.00	750.00

4 to 5 ft., $2.00 each.

We have a nice supply of these, about 10,000 1 and 2-yr. trees. We also have some large specimens for landscape use.

EASTERN SHORE NURSERIES, INC.
P. O. Box 743 Easton, Md.

LITTLE TREE NURSERIES
Rowley, Mass.

- Quality Landscape-Size Stock
- Hybrid Rhododendrons
- Taxus and others

plier frequently has to be banker for the retail nurseryman. The retailers rejoined that when deliveries were made in the fall, the stock had to be carried over until spring and suggested installment paying, with a final balance in June. The comment was also made on the wholesale side that packaging would be preferred if fast turnover of a large number of units could be assured.

Arthur Lang, previous House of Commons member from Vancouver, B. C., a banquet speaker, pointed out the mutual needs of British Columbia and the northwestern states and urged reconsideration of present tariffs. The two countries face a common threat, he declared, from outside areas where living standards are far lower.

As the first speaker Wednesday morning, Arthur Myhre gave a report on the Washington State University testing of herbicides at the western Washington experiment station, Puyallup. The program is a continuing one, and no conclusive results have been obtained.

Turf Panel

Lee Fryer, Pacific Agro Co., led a panel discussion on lawn maintenance. With him on the panel were Ken Putnam, an ex-golf professional and now a golf club turf manager, and Paul Brown, a former superintendent of the University of Washington Arboretum, at Seattle, and now director of a weekly garden program on station KIRO-TV, channel 7.

Mr. Fryer briefly listed kinds of grass, the characteristics of each, and the suitability of each for different growing conditions. Before making a lawn the landscape man should find the grass adaptable to the use to which the lawn is to be put. Because of similarity of the Puget Sound area to the English climate, Mr. Fryer advised using experience of English lawn experimentors rather than that of men doing similar experimental work with lawns in the eastern, midwestern or southern areas of the country.

Mr. Putnam related the experience he had in rebuilding greens at the Seattle Golf and Country Club, which, built about 1906 in a cleared stretch still surrounded by big conifers, became in time full of low places where stump holes had settled. The things that went on underneath that 65 acres of turf were more important, Mr. Putnam found, than surface conditions. It was only after he had studied subdrainage that he began to solve the problem.

Mr. Brown advises a reel-type of

Better Bushes
at old-fashioned prices

Well-sheared B & B evergreens, broadleafs, deciduous shrubs, shade and flowering trees. We invite you to visit our nursery and compare our prices. See our classified ad in this issue.

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Growing Christmas trees beautify idle land, earn satisfaction and profits. We offer a wide variety of seedlings, transplants, liners.

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PINE—SPRUCE—FIR

Colorado Blue Spruce Per 1000
3-yr., 3 to 6 ins. $15.00
3-yr., 5 to 10 ins. 30.00
Scotch Pine
Spanish, French and **Austrian Hill** strains
3-yr., 8 to 12 ins. 20.00
Douglas Fir (glauca)
3-yr., 5 to 10 ins. 30.00

GARUFI'S NURSERIES
Apollo, Pa.

DECIDUOUS AND EVERGREEN TREES AND SHRUBS

Outstanding assortment.
Write for Wholesale Price List.
LOVETT'S NURSERY, INC.
LITTLE SILVER, N. J.

SHEPARD NURSERIES
Growers and Distributors of
ORNAMENTAL NURSERY STOCK
Truckloads only, no boxing.
60 acres growing. **Skaneateles, N. Y.**

Using easy-to-control "landscaper" valve, operator works Case-built Scarifier-Scraper to cut high spots and fill into low areas. This tool has both a front scraper blade and a hinged rear (backfill) blade which lets you prepare smooth back-bladed surfaces while moving forward.

DIGGING • LIFTING
HANDLE WITH CASE *Utility*
LOADING • CARRYING

Handle *tough jobs* faster, and with small-tractor "finesse'

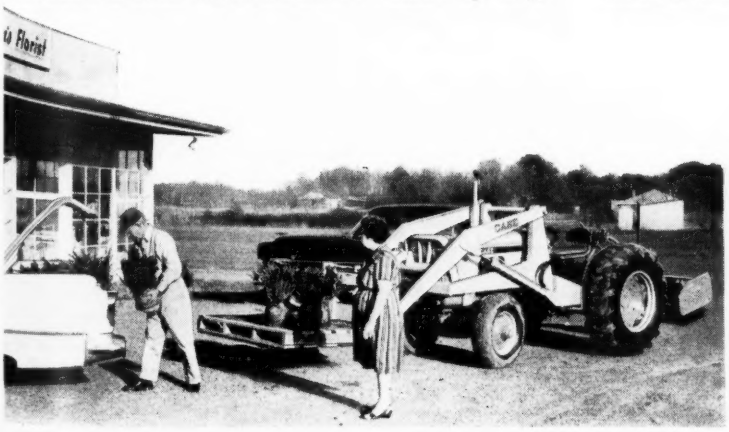
If you want increased tractor work-output in a fast, rubber-tired machine with multiple-job usefulness, *step-up* to a Case 530 *Utility* Loader. This heavy-duty tractor unit gives you added dig-power, brilliant performance, powerful high-lift loader . . . yet within the same approximate dimensions, same short-turn maneuverability, and same fine control you get in smaller-capacity rigs.

Strong push-pull power for grading, digging, drawbar, and loader work is provided by Case-built *high-torque gasoline or diesel engine*, plus extra grip with special "All-Traction Utility" tires. You get heaped bucketloads fast, lift 2000 lbs high, dump with over 9′ clearance for quick back-up from high trucks. You finish all jobs quickly because 530 maneuvers fast . . . reverses direction instantly with *standard* shuttle transmission . . . backs up 24% faster than forward . . . turns sharp with power-steer . . . travels job-to-job at 18 mph.

All kinds of interchangeable attachments are available for the 530. You can mount a pallet fork on the loader arms . . . handle specialized tasks with log fork, crane boom, dozer, or manure-rubbish fork. In addition, rear implements for grading, levelling, soil preparation, seeding, and all agricultural tasks, are quickly mounted on a rear hydraulic hitch. Hydraulic-controlled tools are operated by a special "landscaper" valve that gives you the most precise and easiest-to-work implement adjustment you've ever experienced.

See and try this brawny 530 Loader on your own work. Call your Case Dealer for free demonstration. Or for complete information write to J. I. Case Co., Racine, Wis., Dept B1611.

CU-L-276



You get extra usefulness from your Case 530 Loader with this pallet fork, interchanged on loader in 5 minutes. Handle stock, sod, fertilizer, flats and equipment; transport materials anywhere on your land, travel on highways, or unload trucks at job site to save time, wages, and back-bending toil.

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Books on Rhododendrons and Azaleas

Authoritative Reference Work

RHODODENDRONS AND AZALEAS, by Clement G. Bowers

Second edition, extensively revised, just published, **$25.00.**

This work has long been the standard reference of specialists in rhododendrons and azaleas, but is written in interesting language comprehensible to the practical gardener or nurseryman. All phases of culture and propagation are covered, as well as descriptions of the many species and varieties, including recent introductions.

For Beginners

GETTING STARTED WITH RHODODENDRONS AND AZALEAS

By J. Harold Clarke, just published, **$4.95.**

Written primarily for growers unfamiliar with the genus, this book is packed full of information about growing rhododendrons and azaleas in various parts of the country, with cultural directions and lists of varieties for various places and purposes. Written by a nurseryman with a lifetime interest and experience in these plants.

American Nurseryman **343 S. Dearborn St., Chicago 4, Ill.**

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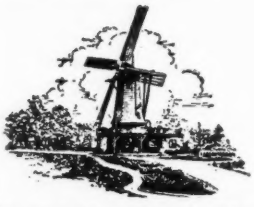

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Smithburg-Manalapan Rd., FREEHOLD, N.J., 201 HOpkins 2-5500

LINING-OUT STOCK
Seedlings, Rooted Cuttings and Transplants
Write for list.
LEGHORN'S EVERGREEN NURSERY CO., INC.
50 Geer St. Cromwell, Conn.

LARGE PINK DOGWOODS
Well-spaced, 3x6 ft., 6 to 8 ft. high, full of buds.
B&B EVERGREENS
Write for price list.
CLINTON NURSERIES
Clinton, Conn.

mower rather than a rotary type for home use. With a reel type, grass can be cut from three-fourths inch to one-inch in height, which means water and fertilizer can get into it better.

Both men deplored the practice common in the northwest of cutting grass to one and one-half inches, particularly if the lawn has bent in it. A thatch builds up, and the lawn is more subject to red thread and other fungus diseases.

Both men advised monthly feeding and regular short cutting for a thick, even lawn. But, Mr. Brown warned, if the grass has been allowed to grow long, cut it only half back. If there is a thatch, put on fertilizer that will start bacterial action. All men agreed that chemical fertilizers are better for home use.

"Century 21"

Speaker at the luncheon was Otto Holmdahl, adviser in landscaping for "Century 21." Mr. Holmdahl, graduate of Chalmers Polytecknic, in Sweden, is a member of the Washington Society of Landscape Architects and is responsible for some of the most beautiful plantings in the Pacific northwest.

Mr. Holmdahl related the frustrations he had had in trying to save some of the big shrubs and fine old trees which had to be removed to make way for the Seattle-Tacoma freeway, for later use in landscaping "Century 21." Other demolished areas produced more of this larger plant material.

Mr. Holmdahl also related his experiences in trying to make "Century 21" planners realize that one cannot produce a related landscape if it is not planned well ahead. Later, W. S. N. A. members at the final meeting of the convention voted unanimous endorsement of Mr. Holmdahl's efforts, a copy of which will be sent to the "Century 21" officials.

In the final business meeting, numerous details of W. S. N. A. policy and management were discussed. It was decided to set aside $150 now in a code of ethics fund and to continue building this until there is a $500 backlog.

The changes in bylaws were gone over, one by one, and unanimously adopted, subject to legal counsel's approval.

W. S. N. A. mail, it was decided, will be sent to Mrs. Betty Alkema's address, 418 Corwin road, Puyallup, for the present. Julius Bretz announced that the 1961 convention showed a $1,000 profit.

Dr. Clark was appointed director

Dow Soil Fumigants protect your nursery stock from nematodes

Don't risk quarantine or seizure of your nursery stock because of nematodes . . . your "invisible barrier" to profits.

Protection is sure and inexpensive when you control nematodes with Dow soil fumigants. You get more plants per acre, higher quality, better growth of lining-out stock. And you have more satisfied customers, because plants grow better when replanted out of fumigated soil.

These three Dow soil fumigants suit your nursery needs best:

TELONE® effectively controls nematodes with pre-plant applications. A "high-test" active fumigant, it won't clog spray nozzles—eliminating skips or misses in your acreage. Telone requires fewer gallons per acre, fewer refill trips. You cover more acreage in a day.

DOWFUME® MC-2 acts fast—within 24-48 hours—to protect seed beds from soil-borne pests, weeds, grasses, insects, diseases. It halts nematodes, weed seeds, fungi . . . kills insects in all life stages. Easy to apply, it all but eliminates hand weeding.

FUMAZONE® 70E makes possible either pre-plant or emergency post-plant (or sidedress) fumigation of existing stands. Apply it by injection—add it to irrigation water—it brings effective control of root-knot, sting and meadow nematodes.

Get the complete facts on Telone, Dowfume MC-2 and Fumazone 70E today. See your Dow dealer. Or write: THE DOW CHEMICAL COMPANY, Agricultural Chemicals Sales Department, Abbott Road Building, Midland, Michigan.

PRODUCTS ADVERTISED HEREIN COMPLY WITH U. S. LAW
When used as directed on label and in accordance with good practices, they comply with the Food and Drug Law and other Federal Laws.

THE DOW CHEMICAL COMPANY DOW Midland, Michigan

THE NEW TAXUS
ANTHONY WAYNE
(Plant Patent No. 1617)

Well-established rooted cuttings from 2¼-in. pots, 6 to 8 ins., **50c.**

2-yr., bedded transplants, **75c.**

SEE OUR COLORED INSERT IN THE OCTOBER 1 ISSUE OF AMERICAN NURSERYMAN.

A complete list of lining-out stock on request.

HESS' NURSERIES
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NURSERY SALES, INC.
P. O. Box 295, 525 Stevens Ave.
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Affiliate of Peninsula Nurseries, Inc.
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Landscape-size Evergreens, Azaleas,

Ornamental Trees and Plants

Specializing in heavy, quality, lining-out stock.

Invest in Top Quality
Dwarf Fruit Trees
Espalier Trained Fruit Trees

For retail sales. Mailing No. II, VII and IX rootstock. Hardy, northern-grown 1-year and 2-year-old trees, guaranteed free from insect pests and plant disease.

Send today for wholesale prices.

HENRY LEUTHARDT
Dept. A, Port Chester, N.Y.
ALL TREES GRAFTED

of the Southwest chapter for a 1-year term, to bring his service into concurence with that of other officers.

A fund of $150 per year on a 2-year basis for a W. S. U. scholarship was discussed. It was decided to check with W. S. U. authorities and see if the money is so needed or if it should be spent in helping Arthur Myhre in his experiments.

Balls and Burlaps will be continued in its present form for two more issues, until contracts with some advertisers run out. Then a committee will check on other forms which might be more suitable to the organization's needs. The board will handle this.

Garden Tips will be continued by the Seattle chapter, with Frank Staneck and Larry Krause preparing copy for the east side of the state and Mrs. Julius Bretz assembling copy for the west side. Secretary Alkema will send Garden Tips to nurserymen for them to pass on to local publications. It was also decided to accumulate a series of slides for lecture work.

Work on the Evergreen Trails was endorsed. The board will continue to advance this effort as one of the first orders of business. With this, the 1961 winter meeting was adjourned.

WEED CONTROL BOOKLET

Based on 15 years' experience, a booklet has just been published by Amchem Products, Inc., Ambler, Pa., containing detailed information on weed control. Entitled "Have a Weed-Free Lawn," this booklet of 24 pages gives advice on how to have a weed-free lawn in question and answer form and illustrates 35 weeds and weed grasses as a means of identification, with recommendations for their control by chemicals. Copies can be secured from the company on request with 10 cents in coin for mailing.

RETURNS TO TOWSON

William Warner Price, Towson Nurseries, Inc., Cockeysville, Md., recently returned to the company after a 6-month tour of active duty with the United States Army at Fort Knox, Ky., and Fort Dix, N. J. Mr. Price will resume his position as landscape designer and manager of the wholesale department.

STARTING a new firm, Bonsai of Concord, 32 Holden Wood road, Concord, Mass., is John T. Fitch. He is planning to grow and sell miniature trees and landscapes.

ORNAMENTAL EVERGREENS
Trees and Shrubs
BAGATELLE NURSERY, INC.
Box 196, Huntington Station, N. Y.

BLOODGOOD NURSERIES
Dept. American Nursery Co.
R. D. 1 Doylestown, Pa.
Established 1790

Growing a general line of nursery stock.

Specializing in shade and ornamental trees.

Serving the Wholesale Trade

TAXUS HENRYI and BROWNI LINERS

Heavy, 7-yr., XXX, sheared, 18 to 22 ins., **$85.00** per 100.

Free packing, cash with order, please.

BROOKFIELD GARDENS
U. S. Rt. 46 Delaware, N. J.

LINING-OUT STOCK
In Wide Assortment

Acer atropurpureum Bloodgood, Azaleas, Berberis, Cornus florida rubra, Evergreens, Ilex, Magnolias, Hybrid Rhododendrons, Taxus, in variety, etc., in 1, 2 and 3-yr. transplants at competitive prices. Write for list on business stationery.

DEERFIELD NURSERIES
Deerfield, N. J.

BOULEVARD NURSERIES
Newport, R. I.
• Quality Nursery Stock
• Lining-Out Stock
• Root-Thru Plant Pots

NORTHERN-GROWN EVERGREENS
Top-Quality Pine—Spruce—Fir
Special low prices on complete beds of Scotch Pine, green strain.
Write for price list.
HABE'S NURSERY
Leechburg, Pa.

Spraying Can Protect Your Plants and Profits

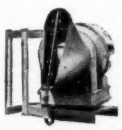
But Its Effectiveness Depends Upon the Equipment You Use

Spray protection insures healthy plants and bigger profits. But . . . it's only as effective as the equipment you use. Thorough coverage is essential. If not properly applied, the best insecticides, fungicides or fertilizers will give only poor control. Here are several types of sprayers in wide use by nurserymen with varying requirements. Which type would fit your needs best?

SPEEDAIRE ATTACHMENTS

Efficient, economical air spraying is available to any nurseryman with a John Bean Speedaire attachment. Either one converts most any high-pressure sprayer into a modern air sprayer. Both feature convenient remote controls for easy, one-man operation plus top performance with thorough, penetrating tree coverage.

Model 10 Speedaire



Model 12 Speedaire

Choose the Model 10 for small to medium tree acreage or the Model 12 for bigger capacity requirements.

CHRISTMAS TREE SPRAY MAST

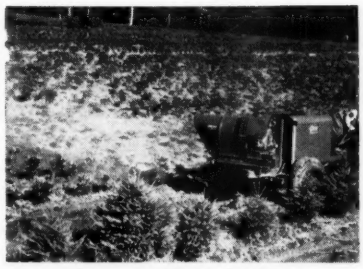
A highly practical and efficient spraying attachment for Christmas trees or any medium-sized trees, the John Bean Spray Mast mounts easily on the back of any high-pressure sprayer.

It comes equipped with nozzle discs for use with pumps ranging in capacities from 10 g.p.m. and up. Discs and whirl-plates can be changed to tailor the spray for best tree coverage. Boom height is easily and quickly adjustable. Control valves permit one or two-way spraying.

Spray Mast

AIRCROP ATTACHMENTS

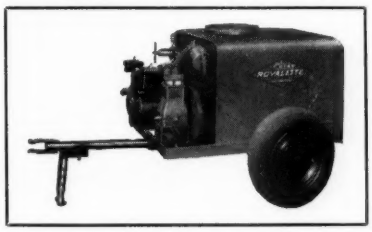
You'll cover big acreages faster and more thoroughly with a John Bean Aircrop attachment. With this versatile mist sprayer, you can protect nursery plants, shrubs and trees with concentrations many



times those used in high-pressure equipment and you do it in less time, using less spray material. Two models of Aircrop attachments are available—the 10-RC and the 15-RC. Either one converts most any high-pressure unit into a modern, air-type sprayer.

ALL-PURPOSE ROYALETTE

Get all-around versatility for every nursery spraying job with John Bean's famous Royalette. It's an all-purpose sprayer that gives you efficient, dependable performance at modest initial cost. The Royalette 10 Series offers a capacity of 10 g.p.m. at up to 400 lbs. 'pressure; the 55 Series has a 5 g.p.m. capacity at up to 400 lbs.



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Trees for Cities and Parks, Topic at California Conference

By Walter B. Balch

Nearly 100 arborists and agricultural pest control operators from all parts of California and from Nevada attended the northern California regional meeting of the National Shade Tree Conference in the Recreation building at Shoreview park, San Mateo, Calif., January 21. This was, as explained by Keith Davey, Davey Tree Co. of California, one of four such meetings held in the area each year. One has been held at Fresno, one was scheduled at San Diego February 3 and 4 and the fourth will be combined with the Western chapter's annual meeting at Vancouver, British Columbia, Canada, June 21 to 24.

The program of this meeting was centered largely on trees for city and county parks in northern California. The use of trees in planters has become of interest in many communities as downtown merchants strive to add to the attractiveness of the shopping streets so as to draw buyers away from the outlying shopping centers where there is a definite landscape plan and parking is easier. A discussion on the studies of downtown plantings made by representatives from the University of California headed by William Davis, extension ornamental horticulturist at the Davis campus, told of progress. His talk was illustrated with colored slides.

Communities have varying plans for handling the planning and meeting the cost of the projects, it was said. As a rule, the merchants start the plan, through the local chamber of commerce or a similar civic group. Often the merchants pay all of the costs and maintain the plants. In other communities the cost is shared by the city, under the direction of the city park or recreation department.

Drawbacks

In many cases the projects have worked out satisfactorily, but there have been drawbacks, such as waning enthusiasm on the part of an individual merchant, who eventually neglects to care for the tree in front of his store. Another drawback has been ignorance on the part of the plant caretaker, resulting in overwatering or underwatering. Vandals will cut the trees, either maliciously or merely by carving initials on the tree trunks. Plant containers are used as trash collectors and detract rather than add to the city's appearance. Persons also sit on the containers, breaking them in one way or another, and cars pulling up to the curbs where angle parking is permitted will do a great deal of damage to the trees or the containers. In some cases watering is so carelessly done that the soil is washed out of the containers, leaving the roots of the trees exposed and the sidewalk dirty and stained.

Shown also by Professor Davis were the many kinds of trees used successfully for street plantings. There were also views of trees set into the soil through openings cut in the sidewalk. The type of tree used for this purpose is highly important. Seemingly the number is large, yet there is little real information available about which tree to use under the many different growing conditions found in the state.

The natural sequence to the previous talk was that by Philip Barker, lecturer, landscape horticulture, University of California at Davis. He told about the research program on performance of landscape trees. This project is statewide. Under his direction, 15 cities have set up carefully planned studies on the subject. The trees to be used when the project gets under way in the spring of this year will all come from the same source.

This will, as far as humanly possible, eliminate some variables that might affect the tests. The containers will be of about the same size, and exposures and other local environmental factors will vary according to the desires or demands of the community.

The soil for these tests will be chiefly the same mix, one that has been generally found satisfactory, consisting of about 50 per cent organic matter and relatively small quantities of sand or sandy loam. From the growth of such trees and with the standard records which will be kept by the local men, it is hoped definite information can be gathered on such subjects as speed of growth, time of year when leaves will be shed, time and type of flowering, resistance to diseases and insects and other information. It would be

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planned, according to Professor Barker, to keep such information over a period of years. As desirable new trees came to the attention of the workers they would be added to the list of those being tested.

He noted that there is no limit to the number of communities in the state which are welcomed by the university to take part in the program and those desiring to do so should get in touch with him at the university. He said, too, that in addition to the 15 already committed to take part in the test, about 35 more communities have indicated an interest and may be ready to participate by the late February kick-off date.

Maunsell Van Rensselaer, director of the Saratoga Horticultural Foundation, Saratoga, Calif., and one of the leaders in the projected studies already described, said the function of the foundation is to discover trees and shrubs which are adapted to various California conditions and to determine the conditions under which they thrive. The foundation also is making selections from the stocks available and is developing pure strains, so the habits of the plants can be predicted by the nurseryman who is handling them either for home or civic uses. Mr. Van Rensselaer told of three tree types which will be planted in expanded tests through the state in 1961. Some of these trees are doing well at the foundation laboratories and may be out on test in 1962.

Of the three trees now out he mentioned Tristania paurina, which is

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doing well in Golden Gate park, San Francisco; at Sunnyvale, and one or two other locations in the state. It is a native of Australia, reaches a height of 25 to 30 feet, has golden-yellow flowers and in its native country is commonly used as a street tree. The young trees have a bark similar to that of a birch.

Agonis flexuosa is for parks only. It is a small evergreen, usually not over 20 feet high when mature; has a broad leaf, comes from Australia, too, and is so susceptible to cold that its use may be limited to the coastal regions of the state.

Ginkgo biloba Autumn Gold is widely distributed through the United States. Mr. Van Rensselaer feels it is a useful tree in most parts of the state and will find added demand. He has a selection from this ginkgo that is an improvement and might be ready for dissemination in 1962.

Dr. Robert Raabe, assistant professor of plant pathology, University of California at Berkeley, talked on oak-root fungus, technically known as armillaria root rot. The disease is widely distributed in the United States, but it is a serious problem mostly in California, though why this is so is not known. Dr. Raabe and a worker in the southern part of the state are testing many ornamentals for resistance to the disease. Plants thought to be resistant or immune are subjected to various strains of the fungus obtained from all parts of the country. When it is fully decided a plant is either immune or susceptible to the disease, the plant is removed from the San Jose location and a new type of plant is set out.

In this way the workers have over a period of years, developed substantial records on the subject. The information has been published, and a list of the plants tested was distributed at the meeting.

Dr. Raabe also gave some general information about armillaria root rot and its control. He indicated that, if properly used, carbon bisulphide will almost eradicate the disease over any area. However, he noted the practical limitations to the use of this material. He mentioned some other chemical treatments that have been used and told of their value.

Introducing steam into the soil at a temperature of about 140 degrees for about half an hour is the most satisfactory method of control for small units of land, the speaker stated, and he told how to apply steam at such a low temperature. He explained that the use of the "cold"

steam is to reach a temperature which will destroy the oak-root fungus organism but not destroy other soil organisms, many of which are needed for good plant growth and are actually parasitic on the oak-root fungus organism.

The sessions closed with a panel on pruning, conducted by a group from the California Association of Arborists, composed of Leslie Mayne, president; Millard Blair, Henry McClenahan and Richard Marling. They discussed the why, when and how of pruning, using colored slides to illustrate the more important facts. Under the topic of why to prune it was brought out that pruning not only removes diseased tissue and injured or surplus wood, but it can shape up a tree, adding to its usefulness in a garden or a park.

ARBORISTS' DAY

[Continued from page 8]

ployees. Problems in business could be simplified if there were better communications among all levels of personnel. Management cannot manage without information. Enough confidence must be established between employers and employees so that first-hand facts will be available. Only in this way will wise decisions be possible. Job and sales information should come as a natural part of the job and should be transmitted freely.

The gathering of information will become simplified if employees are given an insight into the methods of decision making. This would give them an incentive, as well as a feeling that their facts and opinions were necessary to the functioning of the business. The employees must have a clear idea of the kind of information most desired by the main office.

Need for Managers

Mr. Parr pointed out that within the next 10 years many professional arborists will reach retirement age, since a great number of new companies were founded between 1930-1940. This will bring about the need for new men to take over the management positions. Where are these able men to come from? These new owners and managers should come up from the present organizations and from the qualified schools. In the selection of men for management, the primary problem is to analyze their past performance and their handling of all aspects of the duties required of them. A man's relations with other people may well be the most important management characteristic, because all of the customers of the arborist receive their in-

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The start toward improvement in estimating costs is on the management or sales level. The following conditions are essential: (1) Complete agreement between company and client as to work to be performed and the price; (2) detailed order forms, with the original copy to be mailed to the client immediately, and (3) orders based on definite units of work on a day-unit basis.

Charges should be worked up to a reasonable profit for each crew for each day. All cost factors should be included on the day-crew unit basis. In computing these charges, one must know the amount of work which a crew can do in a day. Charges to a client are then based upon the time that is required for a crew to do the job.

Mr. Parr stated that in his own business the 1 and 2-man crews perform jobs which require a half-day's work, thus being able to cover two jobs in one day. All 3-man crews work only full-day jobs. He mentioned that figuring costs for a particular job is much easier using the day-crew unit basis.

In the arborists' business, the size of any single firm is limited by the individual's capacity for work. Increasing the number of members would increase the total volume of work which can be carried. Mr. Parr emphasized that to build a large business, the organization should be improved by some of the following methods: (1) Taking qualified people in at the top level for management; (2) if capital is available, hiring qualified people at high salaries for sales and management; (3) expanding personnel-training and advertising staffs, and (4) setting up expanded sales campaigns to obtain additional work.

In the future, men with degrees in business administration will form an important part of nursery business management. Diversification to allied fields of work will be a valuable quality.

Trade Groups Serve

Mr. Parr concluded by saying that there are many aids to good business management. The foremost are the trade organizations, such as the National Arborist Association, that work every day for the industry by preparing business statistics, obtaining the latest business information, mailing news-letters and conducting informative meetings. Business magazines present good articles on management. Professional business con-

sultants and management firms are available for hire to analyze and make recommendations for improved management.

There will be a continuing demand for the personal services of the arborist in the future. Many problems, such as insurance, safety and work standards, are now being tackled. More private and public research is needed, along with more colleges which award degrees in aboriculture combined with business training. It will be necessary to make this field more attractive to young men by providing opportunities at the management levels.

Water Relations

Dr. D. C. Kiplinger, O. S. U., was the second speaker of the morning session, and he discussed "Trees and Water." This talk was the second in a series begun last year concerning the growth and physiology of the tree. Dr. Kiplinger noted that 50 per cent of the weight of a tree is water and that all metabolic processes occur in the presence of water. When water becomes the limiting factor, growth processes also become limiting for optimum growth.

Within the soil, the fraction of water which drains away after a rain or irrigation is termed gravitational water and is not available in any great quantity to the plant. Capillary water is held in the soil against the force of gravity and is the fraction of soil moisture used by plants. In general, water does not move toward the growing roots, but the roots grow where there is available moisture.

Water enters the roots primarily through the area where root hairs are present, just behind the meristematic root tip. Little water enters the older parts of the root which have formed corky tissue. There is a need for continued root growth, in order to have production of root hairs and growth of roots into areas where there is available water.

Root Growth Factors

Active root growth is dependent upon: (1) a supply of food from the aboveground part of the plant, and (2) a supply of oxygen to the growth cells. Excess water in the soil limits the oxygen content; consequently, root development may be reduced. Dr. Kiplinger pointed out that when planting trees at excavation sites, one should not place plants too deep. Most soils in these sites are quite heavy, and deep planting may result in poor aeration near the active root zone.

The amount of water absorbed by a tree depends upon many fac-

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(2-0), 3 to 6 ins.	**3.50**	**16.00**	**15.00**	**12.50**
(2-0), 4 to 8 ins.	**4.00**	**20.00**	**18.00**	**15.00**
(3-0), 7 to 14 ins.	**4.50**	**21.00**	**20.00**	**17.50**
Austrian Pine				
(2-0), 3 to 6 ins.	**3.50**	**13.00**	**12.00**	....
(3-0), 4 to 10 ins.	**4.50**	**20.00**	**18.00**	....

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tors, the most important being transpiration, photosynthesis, rate of cell division and enlargement and the supply of available water. Water is important for the absorption of nutrient mineral elements. Minerals from fertilizers are dissolved in water. The energy of respiration is required so that roots may absorb minerals. Respiration depends upon an adequate supply of oxygen, and this in turn depends upon a well aerated soil.

Internal Water Relations

Within the plant, the water moves upward from the roots in the xylem tissue. Although lateral movement of water occurs within the tree, the minerals absorbed on one side of the tree do not usually move laterally to another part of the tree. This necessitates placing fertilizer all around the tree, not just on one side.

Over 95 per cent of the water absorbed is lost as water vapor through the process of transpiration. The water used in the photosynthesis process is less than 1 per cent. Internal competition for water occurs under drought conditions, and water continues to move into younger meristematic regions from older tissues. Water moves from the shaded portions of the plant to the younger tissues exposed to sunlight.

In discussing drought resistance, Dr. Kiplinger said that this is not due to a reduced rate of transpiration in the plants resistant to drought conditions, but the ability of the cells in these plants to withstand desiccation without suffering any mechanical injury. Drought injury is due to the destructive effects upon the protoplasm of various mechanical disturbances resulting from loss of water, such as tearing and stretching.

Cold temperatures may result in a number of different types of injury to the plant. Frost cracks in trees are not the result of rupturing or puncturing of the cells by ice, but, rather, due to the outer layer of cells of a branch shrinking, while the inner cells remain enlarged. This unequal shrinkage between the outer and inner layers of wood may cause a strain, which is overcome by the splitting of the layers.

Chilling injury occurs at temperatures above freezing and results in disturbance to the metabolic processes within the cells. This injury often limits the planting of certain species in northern climates.

Winter injury may be due to a number of factors, one of which is

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	Per 10	Per 100
2-yr., 9 to 10 ft.	$42.50	$400.00
2-yr., 8 to 9 ft.	35.00	325.00
2-yr., 7 to 8 ft.	30.00	275.00
2-yr., 6 to 7 ft.	25.00	225.00

Write for prices on larger 3-yr. grades.
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the rapid thawing in the spring. The rapid entrance of water into the cells causes mechanical distortion of the protoplasm, and the tissues die.

The afternoon session was devoted entirely to questions of disease and insect troubles pertaining to shade trees. "Verticillium Wilt of Ornamental Plants Up to Date" was the topic discussed by Dr. J. C. Carter, Illinois Natural History Survey, Urbana, Ill., and president of the National Shade Tree Conference.

The second speaker of the afternoon was Dr. Ralph Neiswander, department of zoology and entomology, Ohio agricultural experiment station, Wooster, who presented a paper on "Borer Control Experiments." Both of these talks will be reported in later issues of the American Nurseryman.

Forum Discussion

The remainder of the afternoon session was devoted to a "Forum Discussion on Troublesome Insects and Diseases." Dr. George Bart, department of plant pathology, Ohio agricultural experiment station, commented on "Oak Wilt Diseases," stating first that the cause was a fungus. As yet, only spotty occurences have been detected in Ohio,

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Norway Spruce, 3 to 7 ft.
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Black Hills Spruce		
8 to 10 ins.	18.00	140.00
6 to 8 ins.	15.00	110.00
4 to 6 ins.	12.00	90.00
Norway Spruce		
12 to 18 ins.	15.00	130.00
10 to 12 ins.	12.00	100.00
8 to 10 ins.	10.00	80.00
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American Arborvitae		
15 to 18 ins.	18.00	150.00
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Austrian Pine		
10 to 14 ins.	15.00	....
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3 to 6 ins.	4.00	25.00
Scotch Pine, French		
10 to 14 ins.	5.00	27.50
6 to 10 ins.	4.00	22.50
Austrian Pine		
8 to 10 ins.	6.00	40.00
6 to 8 ins.	5.00	30.00
American Arborvitae		
6 to 10 ins.	4.00	30.00
Mugho Pine, Tyrolean		
3 to 5 ins., sheared	6.00	40.00
Douglas Fir, taxifolia glauca		
6 to 10 ins.	5.00	30.00
Black Hills Spruce		
6 to 8 ins.	4.00	35.00
3 to 6 ins.	3.00	25.00
Colorado Blue Spruce		
6 to 8 ins.	4.50	35.00
4 to 6 ins.	4.00	27.50
Norway Spruce		
6 to 10 ins.	4.00	27.50
4 to 6 ins.	3.00	22.50
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and the reason that large areas were not infested may be due to the wide variety of species found in each forest and the many different soil types in Ohio. Investigations indicate that a bark beetle may be a vector in transmitting the disease organism. As yet, there is no chemical control. Infested trees, especially red oaks, should be removed immediately. The less time the infested tree is left standing, the sooner the source of inoculum is eliminated.

Next on the program, Dr. David Donley, entomologist, division of forest insect research, United States forest service, Delaware, O., spoke on "Mimosa Webworm." The pest was first reported in Washington, D. C., in 1940. Since then it has spread over many of the eastern and southern states. The pest is distributed over much of Ohio and is most serious along the Ohio river. It attacks the native honey locust and its thornless varieties used as ornamentals.

Earliest chemical control indicated that the stomach poisons, lead arsenate and DDT, were effective in controlling the pest. Recently tests showed that the new insecticides will give good control with proper timing and repeated applications. Since the use of a spray-type treatment may be prohibited by the location of the infested trees, work was begun in 1959 on the possible use of systemics for controlling the pest.

Systemics were applied as a water drench around the base of the tree, granules were placed in a trench and then watered down and liquid was implanted into the trunk of the tree. Dr. Donley showed some slides of tests conducted with the systemics. In many cases, good control was obtained; however, at high rates phytotoxicity occured. At the present time, most of the chemicals being used as systemics are in the experimental stage.

Malathion and DDT can be used in foliar sprays for control of the webworm. Repeated applications should be started as soon as defoliation occurs, in late June or early July. Since there are many generations of the pest, all growth stages may be present at one time. The eggs are not killed by the sprays, and thus repeated applications are necessary. An extremely thorough spraying job is required, since the pest is so prolific.

Dr. Roger Swingle, U. S. D. A., agricultural research service, shade tree and ornamental plants laboratory, Delaware, O., spoke on recent advances in control of the Dutch

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elm disease. He said that as yet there has been no experimental proof to support the many claims of new materials controlling the disease. The materials which have shown promise are extremely toxic, and nothing certain is available as yet.

Since the inoculum can be spread through root grafts, two plants closer together than 50 feet should be root pruned, especially if only one of them becomes infected.

In answer to another question, Dr. Swingle said that all elms are infected with the disease; however, the degree of resistance of the different species varies. One complete DDT spray in the dormant season is usually enough for the season. Additional sprays increase the degree of control.

Dr. Carter, in answer to an inquiry regarding verticillium wilt, said that there is no proof that the disease is spread by pruning tools. Digging tools can spread the fungus, because the disease comes from soil-borne organisms. The fertilizers used when feeding wilt-infected trees should contain a high percentage of nitrogen, in order to help stimulate growth.

The final member of the panel was Dr. Neiswander. He said that for the control of mites on honey locust, miticides such as Aramite or Tedion should be applied during the season. Dormant sprays are of no use, since the pest does not overwinter on the tree.

Scales

For the control of euonymus scale, parathion is most effective, but is toxic. Malathion applied three times during the season also shows good control.

In discussing control of cottony maple scale, Dr. Neiswander said that repeated applications of DDT will kill natural predators of the scale, and thus the insect population can build up. Dormant sprays using oil control heavy infestations of the scale. However, it was suggested that only trees heavily infested be sprayed. Under most conditions, the natural predators will destroy most pests.

The day's activities concluded with a banquet. B. H. Kleinmaier, Burwell Nursery & Garden Store, Columbus, gave an interesting illustrated talk on "Scandinavian Plants and Gardens."

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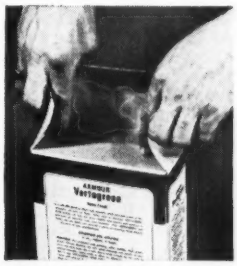

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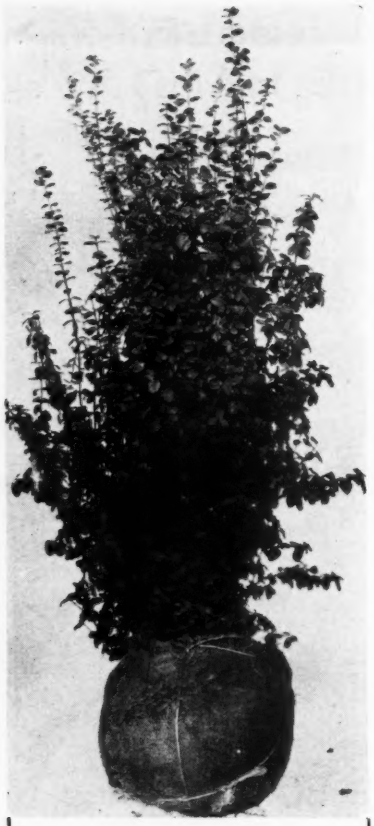

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New! When permitted to grow naturally Euonymus Sarcoxie makes an upright shrub with dense, dark green, evergreen foliage that retains its color remarkably well during the winter. Not only is it excellent for lawn specimens and for foundation planting, but when planted close and sheared it makes a beautiful formal hedge. Plant it against a wall and it will climb and support itself. It has proved hardy in several of the northern states. We consider it to be one of the most useful broad-leaved evergreens introduced in recent years.

Bare Root	Per 100	Per 1000
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3 to 3½ ft.	$50.00	$450.00
2½ to 3 ft.	42.50	375.00
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For about 20 years the late C. O. Dexter, of Sandwich, Mass., hybridized rhododendrons numbering in the thousands annually. He selected and numbered the finest, giving layered plants to friends. He also distributed many thousands of small seedlings in flats. After his death many more plants were distributed.

Dr. Clement G. Bowers felt that a critical examination should be made of the scattered plants in many collections so that the best could be selected for distribution. He formed a committee of Paul Bosley and Paul Vossberg, who already were propagating some of these seedlings in their nurseries, and Edmond Amateis, David G. Leach, Henry T. Skinner, John C. Wister and Donald Wyman.

In 1949 and the early 1950's they visited 16 large collections in which Dexter seedlings were being grown, marking, describing and code numbering a dozen or so plants in each place. Over 100 of these were then propagated for the Scott Horticultural Foundation, where they are now being grown. Plants or cuttings of some of these have been distributed to the Arnold Arboretum and the National Arboretum and to interested nurserymen. Nearly a dozen varieties have been named and offered for sale.

The committee plans to meet this year to evaluate and name the kinds still under number; cuttings of these will be made available for distribution on a first come, first served basis, as the number of cuttings from small plants is, of course, quite limited.

As several arboretums and various nurserymen are growing plants under code numbers, it is desirable that they should know which ones have already been named. The following list gives the names and the code numbers. Those which have been offered for sale in nursery catalogs are marked with an asterisk.

Alice Poore (B. Moseley 52-1); *Amethyst (H. Phipps 8); Ben Moseley (B. Moseley 51-6 or 52-8); *Brookville (H. Phipps 1); *Champagne (NYBG 2 or A); *Dexter Orchid (Everitt 2); *Dexter Pink (Everitt 1); *Dexter Purple (NYBG 6 or 203); *Dexter Red (Morris 2); Huntington (Parker 5); Mr. W. R. Coe (Parker 10); *Mrs. W. R. Coe (Parker 3); *Scintillation (NYBG 1 or 67); Tom Everitt (NYBG 4 or 205); *West-

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Cotoneaster acutifolia		
9 to 12 ins.	$ 6.00	$ 55.00
6 to 9 ins.	5.00	40.00
3 to 5 ins.	3.00	25.00
Dwarf Colorado Ninebark (Physocarpus Monogynus)		
12 to 18 ins.	7.00	65.00
6 to 12 ins.	5.00	45.00
Zabeli Honeysuckle Pure strain guaranteed.		
18 to 24 ins.	11.00	100.00
12 to 18 ins.	8.00	75.00
9 to 12 ins.	6.00	55.00
Sakhalin Honeysuckle (Lonicera maximowiczi sachalinensis) A true red honeysuckle.		
18 to 24 ins.	15.00	140.00
12 to 18 ins.	12.00	110.00
9 to 12 ins.	9.00	85.00
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Zabeli Honeysuckle Pure strain guaranteed.		
18 to 24 ins., br.	15.00	140.00
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bury (H. Phipps 3); *Wheatley (H. Phipps 2).

The following, which were not selected by the committee, were named by Mr. Dexter and/or Mr. Everitt: Apple Blossom, C.O.D., Josephine Everitt, Koster's Choice (syn. Peter Koster).

Note should be made that Brookville and Wheatley are hybrids made by Mr. Phipps using Westbury as the seed parent. A more recent hybrid made by Vossberg is to be called Helen Everitt.

LANDSCAPE DAY

[Continued from page 107]

into the habit of using all evergreens, because the beauty of the flowering shrubs and trees and their fall colors can add beautiful effects. Plants should suit the character of the building and the surrounding area. Each building is like a person and must be treated individually.

Traffic Control

There are other plantings besides those around the building which should be designed. In other areas he said to use a variety of plants in groups and take advantage of their various heights, colors and shapes. Plantings may be used to direct traffic, both pedestrian and vehicular, but people take the shortest distance between two points. Nevertheless, he continued, curves may be used to advantage, especially in park-type plantings, to get around a natural obstruction.

Mr. Weaver said that although design does not include maintenance, he believed it should be planned so that it will fit the maintenance program to be undertaken by the client. This phase should be discussed with the client. If little maintenance is to be done, Mr. Weaver urged that plants requiring annual pruning or special care not be used. He gave the example of a creeping bent lawn as requiring a great deal more care than a bluegrass lawn.

The last point in design is one which Mr. Weaver believes most often forgotten, and that is supervision of the actual planting. At this time minor changes may be made to improve the over-all scheme.

Landscape Contractor's View

H. O. Armbruster, landscape superintendent, Natorp Landscape Organization, Inc., Cincinnati, expressed his belief that a contractor must be able to sell himself to be a success. He listed three objectives which must be achieved after the

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Distichum, often called White Forsythia, 2 to 3 ft.	$15.00	$100.00
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Heavenly Blue (Plant Patent No. 1091) Deep blue color. Autumn flowering, 2-yr.	9.50	60.00
CORNUS		
Alba Atrosanguinea Coral Beauty, stems are brilliant coral-red in winter, 3 to 4 ft.	20.00	150.00
Officinalis (Improved Mas), clusters of yellow flowers in February and March, 3 to 4 ft.	20.00	150.00
COTONEASTER		
Divaricata, low growing. Brilliant red fruits in autumn, 2 to 3 ft.	18.00	125.00
CYDONIA		
Nivalis, white flowering, 2 to 3 ft.	20.00	150.00
Rosea, clear pink flowers, 3 to 4 ft.	15.00	100.00
Stanford Red, large, geranium-red, deepening to blood-red, 3 to 4 ft.	15.00	100.00
EUONYMUS		
Alatus Compactus, brilliant autumn foliage, 2 to 3 ft.	20.00	150.00
FLOWERING PEACHES		
Double Red Weeping, 3 to 4 ft.	12.00	80.00
Double White Weeping, 3 to 4 ft.	12.00	80.00
FORSYTHIA		
Spring Glory, large, pale yellow flowers, 2 to 3 ft.	9.00	55.00
Lynwood Gold, golden-yellow flowers, 3 to 4 ft.	11.00	75.00
HYPERICUM		
Hidcote, golden-yellow flowers. Dwarf, improved Moserianum	10.00	65.00
Sungold (Plant Patent No. 568), dwarf growing. Golden flowers all summer	10.00	65.00
PHILADELPHUS		
Belle Etoile, milky-white flowers with light purple blotch in center, 2 to 3 ft.	8.00	50.00
POTENTILLA		
Gold Drop, compact growing. Brilliant golden-yellow flowers June to October, 2 to 3 ft.	11.00	75.00
SORBUS		
Aucuparia (Mountain Ash), prolific fruiting, 6 to 8 ft.	27.00	200.00
SPIRAEA		
Japonica Coccinea (Improved Anthony Waterer), 15 to 18 ins.	5.25	30.00
VIBURNUM		
Carlcephalum (Plant Patent No. 776) Fragrant Snowball		
15 to 18 ins.	20.00	150.00
18 to 24 ins.	25.00	190.00
2 to 3 ft.	30.00	225.00
Opulus Nanum, dwarf plant for edgings and low hedges, 8 to 10 ins.	9.00	55.00
Setigerum, dense clusters of glistening red berries in autumn, 3 to 4 ft.	18.00	125.00

Six plants of one variety at the dozen rate; 25 plants of one variety at the 100 rate.

Write for our special offer of some 50 unusual flowering shrubs in addition to these listed here. If you do not have our trade catalog, we shall be glad to mail it upon request.

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	Per 100
15 to 18 ins., 2 canes	$12.50
3 canes and up	23.00
18 to 24 ins., 2 canes	15.00
3 canes and up	28.00
2 to 3 ft., 2 canes	17.50
4 canes and up	30.00

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Well-rooted cuttings	$7.00	$ 60.00
2¼-in. pot plants	13.50	135.00

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	Each
3½ to 4 ft.	$4.00
4 to 5 ft.	4.50
5 to 6 ft	5.00
500 **Dewdrop,** 4 to 5 ft.	
80 **Dundee,** 4 to 5 ft.	
50 3½ to 4 ft.	
50 **Mascull,** 5 to 6 ft.	
100 **Keteleeri,** 4 to 5 ft.	
50 5 to 6 ft.	
100 **Moffeti,** 3½ to 4 ft.	
200 4 to 5 ft.	
ARBORVITAE	
30 to 36 ins.	2.25
42 to 48 ins.	2.50
400 **Brewers**	
250 **Bonita**	
800 **Berckmans**	
250 **Excelsa**	
PFITZER JUNIPER	
18 to 24 ins.	2.25
24 to 30 ins.	2.75
30 to 36 ins.	3.25
1000 **Green,** 18 to 24 ins.	
500 24 to 30 ins.	
100 30 to 36 ins.	
125 **Golden Pfitzer**	
100 **Blue Pfitzer**	
SPINY GREEK JUNIPER	
100 30 to 36 ins.	2.25
100 36 to 42 ins.	2.50
MUGHO PINE	
200 12 to 15 ins.	3.00
200 15 to 18 ins.	3.50
AUSTRIAN PINE	
30 to 36 ins.	3.50
SCOTCH PINE	
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¾-in. cal. and up	1.00
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SHADE TREES, reasonably priced	
Sycamore, Common Maple, Redbud, Poplars, etc.	
JUNIPERUS VIRGINIANA, seedlings	Per 1000
1-yr., 3 to 5 ins.	$15.00
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9 to 12 ins.	12.00
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GRASS SOD, available about May 1	

Priced per square yard.
Zoysia (Z-52), $2.00; U-3 Sod, 90c
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Shredded and sacked, **25c** per yd. extra.

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contractor has established business: To make a profit, to satisfy the customer and to satisfy himself.

Mr. Armbruster remarked that the only things which the customer has to reassure his faith in the contractor is a long list of unpronounceable names of plants and a design sketch. He has found the customer's faith is reassured if he is shown the plants to be used and where they will go. The customer can see good quality. A short guided tour of jobs which the contractor has done previously might assist in indicating what he intends to do for the present client.

Profit Prerequisites

Two prerequisites in making a profit are good management and timing. Good management is maintained only by means of good foremen. A foreman can either make a profit for the contractor or break him. His job is to keep things moving and to keep the men reasonably happy. If a company has a good foreman it should stand back of his judgment and ability. Furthermore, the company should let him know in a subtle manner that he is appreciated and pay him accordingly.

Timing must be seriously considered. There are only so many days in a year that landscaping can be done; so it is necessary to take advantage of every good day. It is better to use 10 men in five days than five men in 10 days. (However, the point of diminishing returns must be considered.) The longer the delay in completing a job, the greater the loss, unless the probability of delay was accounted for in the contract.

Planning

Planning is necessary to approximate the time required to complete a job. Planning requires consideration of the number of men, the correct tools, proper delivery of plant materials and the proper delivery and utilization of expensive machinery. Mechanization is necessary for all landscaping today. The high cost of machinery (to buy or rent) and the high cost of experienced operators require efficient use of equipment.

Mr. Armbruster said the utilization of equipment such as bulldozers should respect the proper treatment of existing grades and topsoils. Ignorance is shown not only by owners but architects and engineers as well. Topsoil is expensive and should not be buried or removed. When it is necessary to buy topsoil, Mr. Armbruster suggested that the contractor consider that five yards of soil in the truck may shrink as much

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$4.50 per 10 **$40.00 per 100**

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Beardslee Nursery **Perry, O.**

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Krider's is a well-known source for a complete assortment of top-quality, sure-to-grow roses at reasonable prices, roses that you can depend on. We also have our own modern cold storage facilities to keep 300,000 bushes in perfect condition throughout the season. Buy roses from us with confidence. We guarantee satisfaction.

We offer hardy, California-grown roses. They are bigger, heavier-branched and more evenly rooted, ideal for potting.

For individual machine-wrapped roses complete with colored picture on each bush, add **15c** per plant.

PATENTED ROSES

Varieties of patented roses can be supplied in grade No. 1½ at 20% less than No. 1 grade.

	Each per 10	Each per 20	Each per 100
Blossomtime, new, pink everblooming climber, 2-yr., No. 1	$1.50	$1.35	$1.30
Golden Showers, new, yellow everblooming climber	1.50	1.35	1.30
Buccaneer, canary-yellow, 2-yr., No. 1	1.40	1.25	1.20
Chrysler Imperial, red, 2-yr., No. 1	1.40	1.25	1.20
Fire King, vermilion-red, 2-yr., No. 1	1.25	1.15	1.05
Festival, thornless, red, 2-yr., No. 1	1.15	1.00	.95
Garden Party, everblooming pink, 2-yr., No. 1	1.95	1.65	1.55
Helen Traubel, two-tone pink, 2-yr., No. 1	1.50	1.37	1.30
June Bride, white grandiflora, 2-yr., No. 1	1.40	1.25	1.20
Kordes Perfecta, edged pink and white, 2-yr., No. 1	1.85	1.75	1.55
Mirandy, dark red, 2-yr., No. 1	1.25	1.12	1.05
Mojave, orange	$1.50	$1.37	$1.30
Montezuma, rose-salmon grandiflora, 2-yr., No. 1	1.50	1.37	1.30
New Yorker, red, 2-yr., No. 1	1.40	1.25	1.20
Pink Peace, large pink, 2-yr., No. 1	1.65	1.50	1.40
Peace, yellow and pink, 2-yr., No. 1	1.40	1.25	1.20
Queen Elizabeth, pink grandiflora, 2-yr., No. 1	1.40	1.25	1.20
Starfire, currant-red grandiflora, 2-yr., No. 1.	1.80	1.75	1.55
Sutter's Gold, deep gold, 2-yr., No. 1	1.25	1.12	1.05
Sarabande, Oriental red, 2-yr., No. 1	1.25	1.12	1.05
Sterling Silver, lavender, 2-yr., No. 1	1.65	1.50	1.40
Gail Borden, orange, 2-yr., No. 1	1.65	1.50	1.40
Arlene Francis, yellow, 2-yr., No. 1	1.65	1.50	1.40
Duet, soft salmon-pink, 2-yr., No. 1	1.85	1.75	....

PATENTED FLORIBUNDA ROSES

Circus, multicolor, 2-yr., No.1	1.40	1.25	1.20
Fashion, coral and red, 2-yr., No. 1	1.10	1.00	.95
Floradora, orange, 2-yr., No. 1	.60	.55	.50
Fusilier, dark red, 2-yr., No. 1	1.40	1.25	1.20
Gold Cup, canary-yellow, 2-yr., No. 1	1.40	1.25	1.20
Improved Lafayette, red, 2-yr., No. 1	.60	.55	.50
Ivory Fashion, ivory, 2-yr., No. 1	1.50	1.37	1.30
Red Pinocchio, red, 2-yr., No. 1	1.00	.87	.80
Red Ripples, red, 2-yr., No. 1	.60	.55	.50
Spartan, orange-red, 2-yr., No. 1	1.50	1.37	1.30
White Bouquet, white, 2-yr., No. 1	1.40	1.25	1.20
World's Fair, scarlet, 2-yr., No. 1	.65	.60	.55

NONPATENTED HYBRID TEA ROSES

Prices on roses below including climbers:	Per 10	Per 100
First-class, 2-yr., No. 1, finest quality	$5.50	$50.00
First-class, 2-yr., No.1½, finest quality	4.50	40.00

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Polyantha Roses
Eutin, red
Golden Salmon
Orleans, pink

Two-Tone Varieties
Condesa de Sastago
Countess Vandal
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Good News
Talisman

CLIMBING ROSES

Blaze, red everblooming
Gold Rush, yellow everblooming
American Beauty, red
Talisman, two-tone
Paul's Scarlet, scarlet
New Dawn, pink everblooming
White Dawn, everblooming
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All orders of 50 or more roses at least 10 of a kind may take the 100 rate.

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HOME OF GOOD ROSES **Phone: 825-2181**

as a third when rolled out on the ground. The amount of shrinkage depends upon the soil type.

Mr. Armbruster has learned that maintenance of landscaped areas requires experienced horticulturists. A planting is only as good as it is maintained. The thoughtless use of pruning shears should be outlawed, said Mr. Armbruster, in order to preserve the natural interest of plant form and lines.

After the luncheon and business meeting of the Ohio State Floriculture Alumni Association, Wilbur Garmhausen, chief landscape architect, state highway department, Columbus, opened the afternoon session of the landscape gardeners' day with a talk on "Ohio's Highway Landscape Program." Mr. Garmhausen

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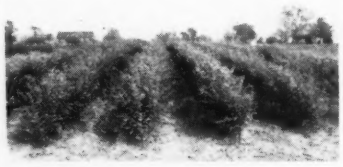
One of the best families among the shrubs.

Euonymus Sarcoxie

Transplants for large lining out, mail order or smaller landscape plants.

	Each Per 100	Each Per 1000
3-yr., T., 9 to 12 ins.	$0.40	$0.35
3-yr., T., 12 to 15 ins.	.50	.45
3-yr., T., 15 to 18 ins.	.70	.65



Euonymus alatus

Big lining out or small landscape plants.

5-yr., T., 30 to 36 ins.	.85	.80

Euonymus alatus compactus

All sizes small to biggest.

4-yr., T., 10 to 15 ins.	.45	.40
4-yr., T., 15 to 18 ins.	.55	.50
5-yr., T., 18 to 24 ins.	.70	.65
5-yr., T., 24 to 30 ins.	.90	.85

Ready for shipment now or any time in the early spring.

BERRYHILL NURSERY CO.

P. O. Box 696 Springfield, Ohio

PIN OAK SEEDLINGS

Delivery Spring, 1961

	Per 100	Per 1000
6 to 12 ins.	$ 6.00	$ 55.00
12 to 18 ins.	8.00	75.00
18 to 24 ins.	12.00	100.00
2 to 3 ft.	17.00	140.00
*5 to 6 ft.	100.00	....
*6 to 8 ft.	150.00	....

*Well-branched, straight, good for cash sales.

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L. C. Gatewood Betty Gatewood
12th and Vilas Leavenworth, Kan.

Seedlings and Transplants

NEWPORT NURSERY CO.

Newport, Mich.

said the movement of motor vehicles rapidly, efficiently and safely depends not only upon what happens in the traveled way, but also upon what happens in the roadside areas. Well-planned roadsides promote safety and ease of travel; he further indicated the wide right of way of future highways will put over 50 per cent of the right of way in the category of roadsides.

In considering roadside development, Mr. Garmhausen has found that design, construction and landscape co-ordination is most important. What kind of plant material should be used and what precautions are to be taken to alleviate adverse physical conditions to the greatest extent possible?

Mr. Garmhausen suggested considering that the requirements of plant establishment relate directly to surface soil fertility, to stability, to temperature and moisture, to slope and direction of exposure and to the drying effects of surface wind velocities.

As plants must be adaptable to site conditions, one important factor relating directly to design and construction standards is slope gradients. Exposure has a definite bearing on success in plantings and decreased maintenance, continued Mr. Garmhausen; for example, slopes facing south and west dry out faster and require more water than those facing north and east.

Adapted Plants Best

An intelligent field study of physical conditions and a thorough knowledge of plants growing locally or known to be adapted locally are prerequisites to success in planting and to solving of low maintenance costs. Mr. Garmhausen said the objectives should be that anything planted must be able to take care of itself once established. He has found it necessary to restrict plantings to important locations and for functional purposes where cost of proper maintenance can be justified.

The speaker then considered functional planting of trees and shrubs. Examples of functional plantings mentioned by Mr. Garmhausen were: Roadside and median plantings to reduce glare from oncoming cars and to relieve the monotony of long straight stretches; crash barriers to stop fast-moving cars; buffer planting zones to reduce noice and absorb and disperse fumes and dust; plantings to conserve soil and water, doubling as living snow fences; screen-type plantings, and roadside rests.

Mr. Garmhausen said a study of

CHINESE CORKSCREW TREE

唐人咭士路

(Salix matsudana tortuosa)

Oriental Horticultural Curiosity

From the Hupeh Province of east central China. Branches both large and small grow upward with an exotic corkscrew twist. This tree is also known in common parlance as Corkscrew Tree, Corkscrew Willow or Contorted Hankow Willow.

	Per Each	Per Dozen
4 to 5 ft.	$2.50	$25.00
6 to 8 ft.	3.50	35.00
8 to 10 ft. This size for nursery pick-up only	5.00	50.00

Heavy field liners, $30.00 per 100; $250.00 per 1000.

Pot plant liners (spring only), $30.00 per 100; $250.00 per 1000.

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EVERGREEN SEEDLINGS and TRANSPLANTS

For Spring Delivery

	Per 1000
Colorado Blue Spruce	
4-yr., T., 7 to 14 ins.	$75.00
4-yr., T., 4 to 7 ins.	50.00
Norway Spruce	
4-yr., T., 10 to 16 ins.	55.00
2-yr., S., 4 to 8 ins.	18.00
White Spruce	
4-yr., T., 10 to 16 ins.	49.00
4-yr., T., 5 to 9 ins.	32.00
Black Hills Spruce	
4-yr., T., 8 to 12 ins.	60.00
Concolor Fir	
4-yr., T., 5 to 10 ins.	85.00
4-yr., T., 3 to 5 ins.	50.00
Blue Douglas Fir	
4-yr., T., 7 to 12 ins.	50.00
4-yr., T., 5 to 7 ins.	40.00
Gray Douglas Fir	
4-yr., T., 12 to 20 ins.	60.00
4-yr., T., 8 to 12 ins.	45.00
2-yr., S., 4 to 8 ins.	18.00
Balsam Fir	
4-yr., T., 9 to 14 ins.	60.00
2-yr., S., 2 to 4 ins.	12.00
Scotch Pine (Spanish Sierra or French Auvergne)	
3-yr., T., 7 to 14 ins., 6 to 12 branches per plant	45.00
2-yr., S., 7 to 10 ins.	15.00
Scotch Pine, nonyellowing	
4-yr., T., 12 to 16 ins.	60.00
8 to 12 ins.	35.00
Scotch Pine (Bavarian)	
4-yr., T., 10 to 14 ins.	50.00
6 to 10 ins.	30.00
Scotch Pine (Austrian Hills)	
4-yr., T., 12 to 16 ins.	40.00
2-yr., S., 8 to 12 ins.	15.00
Austrian Pine	
4-yr., T., 12 to 16 ins.	55.00
3-yr., T., 6 to 10 ins.	40.00
3-yr., T., 4 to 6 ins.	20.00

Full satisfaction guaranteed. All transplants are very heavily branched.

W. S. YOE NURSERIES

Madison, Ohio

the problems of planting and maintaining plants on the interstate highways will soon be under way on a 30-mile section of interstate Highway 71 in Delaware and Morrow counties. The major objective of the study is the development of a manual or guide for use of the plants for specific functional purposes.

Mr. Garmhausen has found that plants for highway plantings are often difficult or impossible to obtain from nurseries. He suggested that the nurseryman's attitude that there is no demand for these plants can be overcome if planting projects can be scheduled two or three years in advance, permitting the propagation of these varieties for assured sales.

The nurseryman can be of further assistance by having an active nurserymen's highway commission—such as Ohio has—to meet with the state highway director and engineers to lend influence in obtaining highway planting projects as well as to conserve the existing native plant material within the highway right of way.

The second talk in the afternoon session was given by Prof. Robert S. Reich, department of horticulture, Louisiana State University, Baton Rouge, La., on "Solving Landscape Problems on Residential Properties." A summary of this talk will appear in a later issue of The American Nurseryman.

Turf Problems

The third speaker on the afternoon program of landscape gardeners' day was Dr. R. Davis, department of agronomy, Ohio agricultural experiment station, Wooster. Dr. Davis's recommendations concerning "Establishing and Maintaining Turf" were made on the basis of research studies conducted at Wooster.

Dr. Davis said when space is not used there is excellent growth of crab grass. Consequently, the desire to grow a beautiful and permanent lawn requires selecting grasses and mixtures to suit the needs. Commenting further on establishing a lawn, Dr. Davis emphasized the importance of early fall or late summer planting. He said to consider the fact when selecting grass seed that Merion bluegrass is not adapted for shade, but it will persist in light shade, particularly if fertilized as it should be. He said when it is not known how the lawn will be maintained once it has been planted, it may be wise to consider a bluegrass-red fescue mixture, which has versatility.

Dr. Davis then spoke about maintaining the turf. He showed data

LINING-OUT STOCK

38 years of growing and selling.

FIBROUS ROOTS — LIBERALLY GRADED — WELL-GROWN

	100 rate	1000 rate
Berberis Crimson Pygmy (Dwarf Red Barberry)		
3-yr., 4 to 6 ins., bushy	$0.40	$0.35
3-yr., 9 to 12 ins.	.60	.50
Buxus Inglis, a new hardy boxwood		
4-yr., 8 to 10 ins., bushy	.75	.70
Euonymus alatus		
3-yr., T., 10 to 12 ins.	.35	.30
Euonymus radicans vegetus		
2-yr., 10 to 15 ins., nice for canning	.50	.45
Hedera helix baltica (Baltic Ivy)		
2¼-in. rose pot	.25	.22
In flats	.18	.16
Juniperus chinensis hetzi		
1-yr., pot	.25	.22
2-yr., 6 to 10 ins.	.40	.35
Juniperus chinensis pfitzeriana		
1-yr., pot	.24	.22
2-yr., pot	.40	.35
Juniperus chinensis pfitzeriana compacta		
2-yr., pot	.40	.35
Ligustrum, Vicary (Golden Privet)		
8 to 12 ins., T.	.20	.18
Magnolia stellata		
8 to 12 ins., T., 4-in. pot	.80	.70
MALUS—1-yr., grafts		
Arnoldiana, pink	.35	.32
Atrosanguinea, pink	.35	.32
Dorothea, pink	.35	.32
Flame	.35	.32
Marshall Oyama, upright	.40	.35
Micromalus, pink	.35	.32
Scheideckeri, pink	.35	...
Picea pungens glauca		
4-yr., T., 6 to 10 ins.	.15	.14
Picea pungens moerheimi		
Pot grafts	1.25	1.20
1-yr., grafts	1.85	1.75
Rhodotypos scandens (kerrioides)		
2-yr., 6 to 12 ins.	.10	.09
Taxus cuspidata		
2-yr., pot	.25	.22
3-yr., pot	.30	.28
4-yr., 10 to 12 ins.	.50	.45
5-yr., bushy, nice for canning	.55	.50
Taxus capitata		
2-yr., S.	.07	.06
3-yr., S., root-pruned	.14	.12

	100 rate	1000 rate
Taxus densiformis		
2-yr., pot	$0.30	$0.28
2-yr., T.	.30	.28
3-yr., T., heavy	.40	.36
6-yr., T., for canning	1.25	.95
Taxus hunnewelliana		
3-yr., T.	.40	.36
Taxus intermedia Sebian		
2-yr., pot	.30	.28
2-yr., T.	.30	.28
3-yr., T.	.40	.36
Taxus intermedia wiltoni		
5-yr., 10 to 12 ins.	.80	.70
Taxus media andersoni		
2-yr., pot	.28	.25
3-yr., T.	.40	.36
Taxus media browni		
2-yr., pot	.30	.28
3-yr., T.	.40	.36
Taxus media Halloran		
2-yr., T.	.30	.28
3-yr., T.	.40	.36
Taxus media hatfieldi		
2-yr., pot	.30	.28
2-yr., T.	.30	.28
Taxus media henryi		
2-yr., pot	.30	.28
2-yr., T.	.30	.28
3-yr., T.	.40	.36
Taxus media hicksi		
2-yr., pot	.28	.25
3-yr., T.	.40	.36
4-yr., T., root-pruned	.50	.45
Taxus Moon's columnaris		
2-yr., T.	.30	.28
3-yr., T.	.40	.36
Taxus microphylla, an upright grower		
2-yr., pot	.28	.25
Thuja occidentalis nigra		
1-yr., pot	.25	.22
Thuja occidentalis pyramidalis		
1-yr., pot	.25	.22
Thuja occidentalis woodwardi		
2-yr., pot	.25	.22
Viburnum americanum		
2-yr., S., 6 to 12 ins.	.10	.09
Viburnum lentago		
2-yr., S., 1½ to 2 ft.	.14	..
2-yr., S., 2 to 3 ft.	.16	.14

25 plants receive 100 rate; 250 at 1000 rate.

TERMS: 2% 10 days; 30 days net; 3% for cash with order.

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DAPHNE CNEORUM (Garland Flower)

This beautiful evergreen subshrub is acclaimed by leading horticulturists as the finest available in its category. Unexcelled as an edging or specimen in front of foundation plantings. Highly scented, rose-pink flowers cover the foliage in spring, bloom intermittently in summer and quite fully again in autumn. The plant itself never grows taller than 8 to 10 ins. Our strain has proved hardy and easy to grow. Complete planting directions furnished with each shipment. The material supplied is ideal for potting, canning or lining out in the field. Every year is a sellout, so order now to avoid disappointment.

2-in. pots ..... Per 10, $3.00; Per 100, $25.00
1-yr., 6 to 12 ins., bushy and branched ..... Per 10, 4.50; Per 100, 40.00

P. O. Box 189 THE JOSEPH F. MARTIN CO., INC. Painesville, O.

collected at Wooster which emphasized the point that bluegrass varieties should not be mowed close. When the grass is mowed at three-fourths of an inch rather than two inches, crab grass takes over, and in the latter part of the growing season there is a brown-colored crab grass lawn.

Turf Fertilization

Dr. Davis then concerned himself with fertilization of the turf. He said although phosphate and potash are important considerations, nitrogen is of primary consequence. He observed that bluegrass should be more attractive in the fall, actually, than in the spring, if it were properly fertilized. In the case of bluegrass, he said if it were only possible to fertilize once a year (which is not sufficient) it would be best to do it in the fall. Merion bluegrass fertilized in the fall requires five pounds of ammonium sulphate per 1,000 square feet. Common bluegrass should not receive so much, the maximum rate being two pounds of ammonium sulphate per 1,000 square feet.

The reason for the reduced application of ammonium sulphate is to prevent helminthosporium leaf spot infection, which occurs when common Kentucky bluegrass is fertilized heavily. Dr. Davis said the source of nitrogen is of little importance as long as enough is applied.

Dr. Davis considered that it is impossible to separate fertilization and weed control. Experimental data at

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Hydrangea P. G. (Tree Form)
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WILLOWBEND NURSERY
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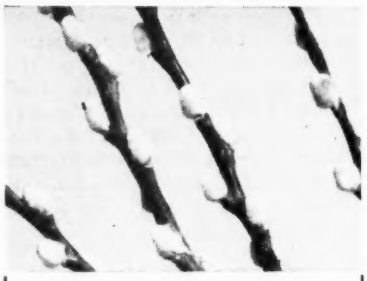

PINK FRENCH PUSSY WILLOW
(Salix Discolor Selection)
Beautiful February-forcing strain. Catkin sheath is a rich mahogany red with attractive large silvery-pink catkins when mature.

	Per 100	Per 1000
18 o 24 ins.	$30.00	$250.00
24 o 36 ins.	35.00	300.00
Cutback Liners	12.00	100.00

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RED RHUBARB
Chipman's Canada Red
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BOSLEY NURSERY
MENTOR, O.
PIONEERS IN HOLLY

Wooster concerning this matter showed that when Merion bluegrass was fertilized adequately over the season there were no weeds in the turf, in contrast to 22 per cent of weeds when no fertilizer was applied.

To maintain a relatively weed-free lawn, however, Dr. Davis suggested that 2,4-D be applied every two to three years, to remove dandelions and other broad-leaved weeds.

To determine the effects of different pre-emergence sprays on crab grass, a study was made at Wooster. Chemicals used, rates of application per 1,000 square feet and percentages of crab grass found October 10, 1960, were as follows: Dacthal (Rid), 10 pounds of 2.3 per cent, 1; Zytron, six pounds of 8 per cent, 1; Lilly 31864, 3.7 pounds of 12.5 per cent, 1; Chlordane, 40 pounds of 5 per cent, 20; calcium arsenate, 15 pounds of 73 per cent, 26, and no treatment, 49.

Dr. Davis said in New York there have been some reports of damage to red fescue when dacthal was used, but no damage has been reported to occur on Merion bluegrass. Dr. Davis urged that pre-emergence materials be applied before crabgrass seeds germinate. In northern Ohio, application should be made before April 15, but in southern Ohio the last date would be earlier, about April 1.

Evening Session

Prof. Robert S. Reich returned as the final speaker and opened his talk by explaining what the expression "modern" in landscape architecture means. He said to be "modern" is to adjust to the needs of the time and the changes taking place in people's needs as dictated by the materials available, social changes and political changes.

The approach in design changes, said Dr. Reich, is based on what was done before by others. He believes that man need not be so original as not to do what has been done before. He emphasized that, as a matter of fact, a good landscape architect must know what has gone before and know why things were as they were.

Dr. Reich then listed the four considerations in landscape architecture as space, sight, materials and people. The speaker said one does something to people by affecting their environment. Attractive environment, he continued, improves the moral fiber of society.

When Dr. Reich referred to the design itself he said that there is no one fixed way—the design is only a design if it is original. One is contemporary only when he adapts him-

LINING-OUT STOCK FOR SPRING

Surplus

	Each Per 100	Each Per 1000
Acer palmatum atropurpureum, 2¼-in. peat pots	$0.60	$0.50
Aralia pentaphylla, 1-yr., R. C.	.15	.12
Cotoneaster apiculata, 1-yr., R. C.	.15	.12
Cotoneaster divaricata, 1-yr., R. C.	.15	.12
Cotoneaster adpressa praecox, 1-yr., R. C.	.15	.12
Euonymus alatus compactus, 1-yr., R. C., heavy	.18	.16
Euonymus Sarcoxie, 1-yr., R. C.	.14	.12
Euonymus Silver Edge, 1-yr., R. C.	.14	.12
Forsythia Beatrix Farrand, 1-yr., R. C.	.16	.14
1-yr., H. C., 6 to 12 ins.	.08	.07
1-yr., H. C., 12 to 18 ins.	.10	.09
Forsythia Spring Glory, 1-yr., R. C.	.12	.10
Forsythia spectabilis, 1-yr., H. C., 12 to 18 ins.	.09	.08
Hypericum Hidcote, 1-yr., R. C.	.15	.12
2¼-in. peat pots	.25	.20
Ilex glabra, 1-yr., R. C.	.12	.10
Juniperus excelsa stricta, 1-yr., R. C.	.12	.10
Juniperus hetzi, 2-yr., beds	.25	.20
Kerria japonica pleniflora, 1-yr., R. C.	.18	.15
Kolkwitzia amabilis, 1-yr., R. C.	.18	.15
Lonicera Arnold's Red, 1-yr., R. C.	.18	.15
Lonicera Wheeling, 1-yr., H. C., 12 to 18 ins.	.07	.06
Mahonia aquifolium, 2-yr., S., 6 to 9 ins.	.12	.10
2-yr., S., 9 to 12 ins.	.14	.12
Pieris japonica, 2-yr., beds, 9 to 12 ins.	...	.30
2-yr., beds, 12 to 15 ins.	...	.35
Potentilla Gold Drop, 1-yr., R. C.	.12	.10
Potentilla Katherine Dykes, 1-yr., R. C.	.12	.10
Rosa hugonis, 1-yr., R. C.	.12	.10
Viburnum americanum, 1-yr., R. C.	.15	.12
Viburnum opulus nanum, 1-yr., R. C.	.15	.12
Viburnum sterile, 1-yr., R. C.	.15	.12
Viburnum tomentosum, 1-yr., R. C.	.15	.12

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Berberis Crimson Pygmy
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Deutzia scabra
Euonymus coloratus
Euonymus erectus
Forsythia intermedia aurea
Forsythia Lynwood Gold
Ilex convexa
Juniperus Andorra compacta
Ligustrum ibota aurea
Lonicera ledebouri
Lonicera Wheeling
Philadelphus coronarius
Potentilla Klondike
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Salix purpurea nana
Salix discolor
Spiraea prunifolia
Viburnum tomentosum plicatum
Weigela florida purpurea

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(Weigela florida atropurpurea)

An easily grown RED-LEAVED WEIGELA with clear pink flower clusters.

Heavy outdoor-rooted cuttings, **$30.00** per 100, **$250.00** per 1000.

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(Forsythia intermedia aurea)

Golden - leaved Forsythia with pale yellow flowers. Found by us in a flowering shrub border.

Heavy outdoor-rooted cuttings, **$30.00** per 100, **$250.00** per 1000.

These two items are unusual, attractive and completely hardy in our locality. Order your stock early.

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	Each
BIOTA AUREA NANA (Berckmans) 24 to 28 ins.	$1.25
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THUJA WOODWARDI 12 to 15 ins.	1.00
BIOTA BONITA 20 to 24 ins.	1.25
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EUONYMUS PATENS (Small-leaved) 24 to 28 ins.	1.00
EUONYMUS RADICANS 18 to 24 ins.	1.00
ILEX OPACA (American Holly) 30 to 36 ins.	1.50

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JUNIPER and ARIZONA CYPRESS GRAFTS

20,000 Unsold for Spring, 1961

SPECIMEN EVERGREENS

Juniper, scopulorum Blue Heaven, 2 to 5 ft.
Juniper, scopulorum columnaris sneedi, 2 to 4 ft.

Moraine Locust, whips (Plant Patent No. 836)
Shademaster Locust, whips (Plant Patent No. 1515)
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HEAVY SHRUBS LINING-OUT STOCK

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HARDY ENGLISH IVY, HARDY BALTIC IVY

Rooted cuttings for landscape planting.
$7.50 per 100; $65.00 per 1000.
Peat pots,
$18.00 per 100; $150.00 per 1000.

BEARDSLEE NURSERY Perry, Ohio

self to changes. Dr. Reich suggested that the use of color and textural contrast be employed to add interest to the landscape. He said if landcape architects do not wake up to the fact that people like color, they are going to lose business to the plastic industry producing plastic plants.

GARDEN CENTER DAY

[Continued from page 9]

these items to other parts of the store before resorting to lower prices.

The discussion on "Plant Maintenance," directed by John Horton, Horton Nursery, Rocky River, O., revealed that a large percentage of the garden center operators present rely on hand watering and fertilizing, since automatic irrigation systems are not practical for use with numerous species in various stages of development growing in different media.

The session ended with emphasis being placed on the regular application of dusts and sprays to eliminate the insects and diseases which might tend to reduce the quality of the plants being sold.

An interesting discussion on "Profit and Markup" was led by Fred Fisher, Burwell Nurseries Co. Net profit, a subject of great interest, was defined as the money available or on hand once the bills are paid.

Mr. Fisher stressed that the markups on seasonal and perishable merchandise must be maintained at a high level. The markup on each item must be calculated when the item is received, with freight costs and loss due to theft and injury taken into consideration.

Elmer J. Merz, executive secretary of the California Association of Nurserymen, Sacramento, present in the audience, made it clear that the cost of goods stocked must not be more than 55 per cent of the selling price.

Plant Troubles

Dr. C. Wayne Ellett, department of botany and plant pathology; Dr. Ralph Davidson, department of entomology, and Dr. L. C. Chadwick, department of horticulture, Ohio State University, led the session on "Diagnosing Plant Troubles," and attempted to answer a great number and variety of questions. A brief review of the subjects touched upon follows:

When millipedes feeding on the roots of turf grasses are not controlled by chlordane, an application of 4 to 5 per cent malathion, at the rate of five pounds to 1,000 square

TAXUS CAPITATA

EXCELLENT QUALITY

PRICES AT OUR NURSERY

	Each 10 to 49	Each 50 and up
2 to 2½ ft.	$5.50	$5.25
2½ to 3 ft.	6.50	6.25
3 to 3½ ft.	7.50	7.25

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feet, was recommended by Dr. Davidson.

Control of rabbits damaging ornamental plants should begin with removal of weed growth, or clean cultivation. Repellant chemicals, such as ZAC, or materials such as "No Nibble," can be used. Where the expense is warranted because of heavy rabbit pressure and high value of crops, damage could be effectively and permanently prevented by the construction of a rabbit-proof fence. Hunting is effective in some parts of the country, but, where hunting is not practical, commercial and home-made traps can be used.

Dr. Davidson, when asked what should be done when miticides are ineffective in controlling resistant mites, presented two solutions to the problem. First, it is advisable to make sure that the same miticide is not used twice in succession; miticide rotation prevents the build-up of resistant mites. Second, a new miticide known as Tedion was recommended. This compound prevents the eggs from hatching, though it does not kill adult mites. Control is not so striking as in the case of phosdrin, but results are nevertheless good.

Borers in trees were said to be difficult to control once inside the

BROAD-LEAVED EVERGREENS

Abelia grandiflora
18 to 24 ins. $1.00
24 to 30 ins. 1.25

Elaeagnus simoni and fruitlandi
18 to 24 ins. 1.00
24 to 30 ins. 1.35

Euonymus japonicus
18 to 24 ins. 1.10
24 to 30 ins. 1.25
30 to 36 ins. 1.35

Gardenia fortunei
18 to 24 ins. 1.00
24 to 30 ins. 1.20

Ilex cornuta burfordi
15 to 18 ins. $1.00
18 to 24 ins. 1.35

Ligustrum lucidum (Wax-leaved)
18 to 24 ins. 1.10
24 to 30 ins. 1.35

Nandina domestica
18 to 24 ins. 1.25
24 to 30 ins. 1.50

Viburnum tinus
18 to 24 ins. 1.25
24 to 30 ins. 1.50

CONIFEROUS EVERGREENS

Biota aurea globosa (Golden Globe)
15 to 18 ins. $1.00
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Biota aurea nana (Berckmans)
15 to 18 ins. 1.00
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Biota aurea conspicua (Gold Spire)
24 to 30 ins. 1.25
30 to 36 ins. 1.35

Biota bakeri
24 to 30 ins. 1.00
30 to 36 ins. 1.25

Biota Bonita
15 to 18 ins. 1.00
18 to 24 ins. 1.25

Biota Bonita, upright
18 to 24 ins. 1.00
24 to 30 ins. 1.25

Biota Brew's Hybrid
18 to 24 ins. 1.00
24 to 30 ins. 1.25

Biota excelsa
24 to 30 ins. 1.15
30 to 36 ins. 1.35
3 to 4 ft. 1.65

Biota Howard's Blue Cone
18 to 24 ins. 1.00
24 to 30 ins. 1.25

Biota Howard's Blue Spire
24 to 30 ins. 1.00
3 to 4 ft. 1.50

Juniperus chinensis keteleeri
2 to 3 ft. 1.95
3 to 4 ft. 2.75

Juniperus japonica sylvestris
4 to 5 ft. $2.50

Juniperus chinensis viridifolia
2 to 3 ft. 1.60
3 to 4 ft. 1.95

Juniperus communis (Improved Irish)
2 to 3 ft. 1.25
3 to 4 ft. 1.60

Juniperus excelsa stricta (Spiny Greek)
15 to 18 ins. 1.15
24 to 30 ins. 1.60

Juniperus chinensis pfitzeriana
12 to 15 ins. 1.00
15 to 18 ins. 1.25

Juniperus chinensis pfitzeriana compacta
12 to 15 ins. 1.00
15 to 18 ins. 1.25

Juniperus glauca hetzi
15 to 18 ins. 1.00
18 to 24 ins. 1.25

Juniperus virginiana canaerti
2 to 3 ft. 2.00
36 to 42 ins. 3.00

Juniperus virginiana burki
2 to 3 ft. 1.95
36 to 42 ins. 2.75

Juniperus virginiana hilli (Hill's Dundee)
2 to 3 ft. 2.00
36 to 42 ins. 3.00

TWITTY NURSERY

P. O. Box 777 **Texarkana, Tex.**

LINERS
FROM OPEN BEDS

All our cuttings are rooted in soil in outside beds under mist — then hardened off and thoroughly established in the soil where they make a mature, hard root system and often some top growth. Many of these rooted cuttings will have to go into 3-in. or larger pots. Better not plan on putting any except the smallest in 2¼-in. pots because they just won't fit. Of course, some of the Ilex crenata varieties and some of the others can go in pots that small. Some of our friends put the larger rooted cuttings right out in the field and usually have good luck with them, if planted at the right time; that seems a little radical to us and we don't recommend it. However, any plant we list as a bed-grown liner is ready for the field.

Mo., Yr.—date rooted
RC—rooted cutting
Field—field-grown
BG—bed-grown
C—cuttings
S—seedlings

Arborvitae—See Thuja

Berberis Crimson Pygmy—RC, July 60, 3 to 5 ins., nearly all pretty well-branched to fairly bushy, **12c;** light, BG, liners, 18 mos. old, branched to fairly bushy, 6 to 9 ins., **18c;** heavy, BG, liners, 6 to 9 ins., bushy, **25c;** heavy, BG, 3-yr., 9 to 12 ins., bushy, **40c.**

Berberis julianae—The hardiest evergreen barberry—C, rooted Aug. 60, 5 to 6 ins., **9c;** C, rooted Aug. 59, ready for field, 12 ins. and up, but not branched, **15c.**

Berberis julianae nana—Compact growth, darker green leaf, may be even hardier. RC, Aug. 60, 5 to 6 ins., **10c.**

Berberis julianae pyramidalis—RC, **20c.**

Berberis mentorensis—RC, Aug. 60, 5 to 6 ins., **7c;** C, rooted Aug. 59, ready for field, 10 ins. and up, but not branched, **10c.**

Biota—See Thuja.

FLOWERING QUINCE

Chaenomeles (Cydonia)—On own root from softwood cuttings. No suckering from these plants. In our experience, Flowering Quince on its own roots grows and flowers much better than it does if grafted on anything. We still have more than 50 different varieties in our trial grounds.

Nivalis—Pure white, the best of the white-flowering quinces, vigorous, upright—RC, June 60, need to be potted or bedded, **10c;** BG, liners, 8 to 15 ins., **18c;** 15 to 24 ins., **24c;** field, A. A. N. grading, 12 to 18 ins., **40c;** 18 to 24 ins., **60c.**

Texas Scarlet—Red, spreading grower, wider than high. An excellent foundation plant, never gets too tall. Showier than an azalea. The best for canning because of the profuse red flowers on a compact, low plant. It is the prettiest quince and maybe the prettiest plant we ever saw in a can. RC, June 60, pot or bed them, **10c;** BG, liners, 8 to 15 ins., **20c;** field, A. A. N. grading, 12 to 18 ins., **45c.**

Toyonishiki—From Japan through the Morton Arboretum. Pure white, pure pink and pink and white flowers at random on the same branch. Some plants throw single branches of pure red flowers. A most remarkable effect. A clean, upright, vigorous grower, RC, June 60, **20c;** BG, liners, 10 to 20 ins., **35c.**

Simoni—Deep, deep red. The deepest red of all. A world-famous, old variety. A restrained grower of rather exotic branching habit. RC, June 60, small, pot or bed them, **30c;** BG, liners, partly branched, 15 to 24 ins., **95c.**

Ruby Glow—The deepest red (except Simoni) of the more than 70 varieties I have had, upright, vigorous—RC, June 60, **15c;** BG, liners, 8 to 15 ins., **25c;** 15 to 24 ins., **35c.**

Crimson Beauty and real **Japonica alpina**—ask.

Cherry laurel—See Prunus

Euonymus alatus compactus—RC, June 60, strong tips, 5 to 7 ins., **8c;** C, rooted Aug. 59, BG, ready for field, nearly all are lightly branched, 7 ins. and up (some up to 20 ins., you can just cut them back), **14c.**

Ginkgo biloba—1 yr., S, 6 to 10 ins., **8c, $70.00** per 1000; 2-yr., S, 10 to 15 ins., 12c, **$110.00** per 1000; 15 to 24 ins., **17c, $160.00** per 1000.

HOLLY

Ilex cornuta femina—RC, Aug. 60, strong tips, 4½ to 5½ ins., 6 to 12 leaves, heavily rooted, **8c.**

Ilex cornuta burfordi—RC, Aug. 60, strong tips, 4½ to 6 ins., 6 to 12 leaves, heavily rooted, **8c;** C, rooted Aug. 59, kept cut back to 6 to 9 ins., nearly all beginning to branch well, **15c.**

Ilex crenata convexa (bullata)—RC, Aug. 60, long tips, 4½ to 6 ins., **7c;** C, rooted Aug. 59, kept cut back to 5 to 6 ins., beginning to branch beautifully, **10c.**

Ilex crenata hetzi—RC, Aug. 60, long tips, 4½ to 6½ ins., **7c.**

Ilex crenata Maxwell—A Bennett hybrid, looks like convexa but a much better grower. Should be a money maker. RC, Aug. 60, **8c.**

Ilex crenata compacta—A Bennett hybrid, an excellent selection, good grower, quite compact, fine color, RC, Aug. 60, a little small, **8c.**

Ilex rotundifolia—RC, Aug. 60, **5c;** C, rooted Aug. 59, kept cut back to 6 or 7 ins., beginning to branch well, **8c.**

Ilex Foster's Hybrid No. 2—Narrow, spiny leaves, red berries, fruits heavily, rapid grower, quite hardy. C, rooted Sept. 59, kept cut back to 7 to 9 ins., beginning to branch beautifully, **15c.**

Ilex opaca (American Holly)—Genuine Ilex opaca (i.e. no southern hybrids), varieties selected for good, compact growth, good berries, guaranteed female and guaranteed male from cuttings. BG, liners, 4 to 6 ins., **17½c;** 15 to 30 ins., **50c;** mostly single stem, some lightly branched. Ilex opaca shipped only on March 1, 1961 (because that is the very best time to move American Holly).

AMERICAN HOLLY HEDGE

Ilex opaca—3½-yr., grown 2 years in Plantainer cans. Variety **Reynolds,** female, well-branched, kept cut back to 12 to 18 ins., **85c** (we have too many); variety **James Baker,** female, our most compact, pyramidal selection, heavily branched, kept cut back to 15 to 21 ins., **$1.10;** both have large leaves and bear large, bright red berries (no berries now). You may pick them up can and all or we will wash out the roots and pack free for shipment. Will make a perfectly beautiful, uniform hedge because all are the same clone. Or you could put them back in 2-gal. or larger cans to be sold for specimens. Ready any time.

JUNIPERS

Juniperus—All the following are from short, greenhouse-type cuttings. They were rooted under mist in beds of soil in the spring of 1960. They have been cut back several times to make nice, compact, heavy, rooted cuttings about 5 to 6 ins. high, depending on variety, beginning to bush out. None are leggy. They are still small enough to pot. If you plan to sell potted liners, many of these will be salable just as soon as they establish their roots in pots.

Juniperus hetzi—RC, **10c; $95.00** per 1000.

Juniperus keteleeri, RC, **15c**

Juniperus pfitzeriana—RC, **10c; $95.00** per 1000.

Juniperus pfitzeriana Blue—The best, bright blue strain, not like hetzi, same growth habit as regular pfitzer, possibly 10 per cent faster grower. RC, **15c; $140.00** per 1000.

Juniperus pfitzeriana Nick's Compact — RC, **10c; $95.00** per 1000.

Juniperus chinensis columnaris—RC, **15c.**

Mahonia bealei—1-yr., S, from well-spaced outdoor beds, just right to pot, **7c; $60.00** per 1000.

Mahonia pinnata—Somewhat like aquifolium, but much better. Vigorous, compact growth in full sun, never leggy, foliage bright bluish-green, new growth red. "Sold out for this year."

DAWN REDWOOD

Metasequoia glyptostroboides—Thought extinct for 20,000,000 years, discovered in China in 1945. Royal Horticultural Society Dictionary of Gardening says. "This tree is undoubtedly one of the most notable acquisitions to our gardens of recent years." I agree. Large tree, fresh green, fernlike foliage, very rapid grower. Has made 16 feet or more in 6 years from seed. Deciduous, autumn foliage pale pink. Hardy throughout new Zone 5B at least. This includes most of original Zone IV including Lincoln, Neb.; Milwaukee, Wis.; Lansing, Mich.; Toronto; Syracuse, N. Y.; Portland, Me. Fine plantg in Plantainer cans, **$2.00,** pickup only. Packed for shipment in individual cartons, **$2.40.**

Prunus laurocerasus schipkaensis (Cherry Laurel) — Quickly makes a large mound-shaped evergreen. RC, July 60, 5 to 8 ins., many full leaves, heavy root system, **10c;** C, rooted July 59, kept cut back to 8 to 12 ins., BG, liners, beginning to branch, **20c.**

Prunus laurocerasus zabeliana (Cherry Laurel)—Usually considered the hardiest. Spreading, like a Pfitzer Juniper. RC, July 60, 4½ to 7 ins., **12c;** C, rooted July 59, kept cut back to 7 to 9 ins., BG, liners, beginning to branch, **20c.**

Prunus laurocerasus macrophyllum (Cherry Laurel)—Certainly the prettiest with very large leaves, very dark green. Is even

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trunk. For good control of this pest, direct spraying of the tree trunks with the 25 per cent emulsion concentrate form of DDT about June 1 and repeating the spray at 3-week intervals until three sprays have been applied was advised.

Dr. Ellett, discussing verticillium wilt in Norway maple, cautioned the members against making a rapid diagnosis of wilt problems. Many persons have the tendency to label forms of leaf scorch as verticillium wilt in Norway maple, but a physiological condition affecting the movement of water in the roots of trees, fungi causing root dieback and other factors may also produce the leaf scorch symptom.

Dieback of shoot tips in firethorn, the pathologist continued, may be due to fire blight and can be controlled by spraying with an antibiotic such as streptomycin during the blooming period and a few days later. The dieback becomes established through the blossoms. Dr. Ellett concluded by referring all members present to the 1961 Ohio agricultural experiment station recommendations for nursery stock, shrubs, trees and turf.

A PBX adviser from the Ohio Bell Telephone Co., Columbus, Mrs. Iva McMillan, discussed "Telephone Sales." Proper answering of the telephone was stressed, and some suggestions made were: Answer promptly, identify yourself, remember to speak distinctly, be friendly and let the caller hang up first. When a telephone message is taken for another

hardier than zabeliana here. RC, a little shorter because rare and cutting wood is still scarce. July 60, **20c.**

Pyracantha varieties—C, rooted Sept. 59, kept cut back to 5 to 7 ins., good and strong, beginning to branch, with good, hard root system over a year old. Varieties: **Lalandi, Gibbsi** and **Graberi, 10c;** varieties: **Kazan, Runyan** and **Wyatti, 14c.**

Thuja orientalis aurea nana (Berckmans Golden Arborvitae)—Cuttings rooted spring 60, kept cut back to about 6 ins. to make them bush out, but still small enough for a 2½ or 3-in. pot. Several nurserymen have put these right into the field, **10c;** cuttings rooted spring 59, kept cut back to 6 to 8 ins., beginning to branch, but not rounded out yet. Heavy, of good caliper, with fine root systems, **15c.**

VIBURNUMS

Viburnums—All these Viburnums are rooted from soft tips in spring or early summer. They grow some during the summer and fall, which makes the rooted cuttings from 4 to 5 ins. up to 12 or more inches tall depending on variety. It is hardly fair to call them rooted cuttings since some of them are more like light, young, bed-grown liners. However, they have not been transplanted, are not branched and most of them are still small enough to pot.

Viburnum burkwoodi—RC, June 60, some beginning to branch, **10c.**

Viburnum chenaulti—More compact and shapely than burkwoodi, RC, June 60, **15c;** 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, **30c.**

Viburnum juddi—Better than carlesi. Flowers really pink. A more compact plant with more attractive leaves, not subject to leaf spot. RC, June 60, **15c;** 2-yr., liners, C, rooted June 59, not transplanted, kept cut back to about 12 ins., fairly well-branched, good for canning or for the field, **30c.**

Viburnum macrocephalum sterile—

(CHINESE SNOWBALL)

This is the one we love. Dazzling white snowballs, often 8 to 9 ins. in diameter, as big as a man's head, a clean, vigorous grower. On own roots, much better growth than if grafted, C, rooted July 59, in polyethylene plant bands, same amount of soil as in 3-in. pots, **65c.**

Viburnum opulus sterile (Common Snowball)—RC, June 60, **10c.**

Viburnum rhytidophyllum (Leather-Leaved Viburnum)—RC, July 60, **12c.**

Viburnum rhytidophylloides—A hybrid between V. rhytidophyllum and V. lantana, similar to rhytidophyllum, but is hardier. RC, July 60, **15c.**

Viburnum tomentosum plicatum (Japanese Snowball)—RC, July 60, **12c.**

Viburnum tomentosum plicatum grandiflorum—Snowballs considerably larger and whiter than regular Japanese Snowball. RC, July 60, **20c.**

IN PLANTAINER CANS

American Holly; DAWN REDWOOD; Pyracantha lalandi, Graberi, Wyatti, Kazan and Gibbsi; Flowering Quince; Magnolia grandiflora; Mahonia bealei; Berckmans Golden Arborvitae and others. They are good, and are ready to move now. Please come by to see them.

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person, the name, telephone number and the time of call should be written down.

The afternoon meeting was called to order by Marvin C. Carbonneau. The leaders from the morning discussion sessions were then given a few minutes to summarize the main points discussed.

Quality Control

The main speaker for the afternoon, Harold L. Porter, specialist in charge, section of insect and disease control, division of plant industry, Ohio department of agriculture, Reynoldsburg, began with a discussion dealing with "Quality of Nursery Stock—Its Regulation and Control." The term "quality of nursery stock" was limited in the discussion to the viability of the stock; size and grade, important as they are, are not covered by Ohio's plant pest law.

Most of the problems with viability result from other than pathogenic causes. It is often the change in stock brought about by miles of travel or weeks of exposure to unfavorable conditions that produces problems. Plants must be protected, from the time they are dug to the time they are permanently planted, from excessive cold and heat and from drying out. The nurseryman must build elaborate storages in which to hold his stock in a dormant condition by controlling temperature and humidity.

The Ohio plant pest law provides that only sound and healthy nursery stock, stored, offered or displayed under conditions which will maintain its vigor, can be sold. Nursery stock which does not comply with the requirements in respect to soundness, health and vigor and which is not labeled by means of a tag or poster, cannot be sold and can be seized by government inspectors.

The inspector records the condition as he finds it at the time of inspection, and, in those cases involving viability or transit injury, it then becomes the obligation of someone else to determine when the damage occurred. As a whole, rather little nursery stock has been found in the hands of the dealers which did not leave the growers in at least fairly good condition.

Condemnations over the years have been due in large part to simple desiccation resulting from the careless or inadequate manner in which the dealer handled the stock.

Condemned during the last spring season were 66,000 rosebushes and another 20,000 plants, shrubs, etc., which made a total of 86,000 plants. Approximately 3,500 calls were

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SPARKLING BURGUNDY
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Woodward Globe Arborvitae
18 ins., full $1.15

Berckmans Arborvitae
15 to 18 ins. 1.00
18 to 24 ins. 1.15

Baker Arborvitae
(Biota, Compact)
18 to 24 ins., 2 yrs. old.. 1.00

Baker Arborvitae
24 to 30 ins., 3 yrs. old.. 1.25

Greek Juniper
18 to 24 ins., heavy 1.15

Hetz Juniper
18 to 24 ins., 2 yrs. old.. 1.15

Irish Juniper (Fastigiata)
3 to 4 ft. 1.00

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7 to 10 ins., TT. ..... .16

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Your Choice $1.00 Each
Baker's Arborvitae, 2½ to 3½ ft.
Excelsa Arborvitae, 2½ to 3½ ft.
Blue Cone Arborvitae, 2½ to 3½ ft.
Berckmans Golden Arborvitae, 18 to 24 ins.
Hetzi glauca Juniper, 18 to 24 ins.
Greek Juniper, 18 to 24 ins.
Pfitzer Juniper (Nick's), 15 to 18 ins.
Pfitzer Juniper, 15 to 18 ins.
Andorra Juniper, 15 to 18 ins.

Cherry Laurel, 3 to 4 ft., **$1.50** each

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(Salix purpurea nana)
Beautiful new hedging shrub for all northern localities. Will thrive in practically any type of soil. Has fine-cut, bluish leaf and makes spectacular low-to-medium hedge. Should have full sun to develop to maximum attractiveness.

	Per 100	Per 1000
Cutback liners	$ 5.00	$ 45.00
12 to 15 ins., 1-yr.	15.00	125.00
15 to 18 ins. and up, 2-yr.	20.00	180.00

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Currants
IVAN R. CONGDON NURSERY
North Collins, N. Y.

HAVE YOU TRIED PERENNIALS?, by C. H. Potter. Important information for the grower. 160 p., illus. **$3.00.**
American Nurseryman Chicago 4

made on 2,743 dealers who were licensed to sell such stock. In 670 calls, or about 30 per cent of checks, the inspectors reported the stock in good condition. In 70 per cent of the calls, they found some stock, in large and small amounts, which they deemed unfit for sale.

Mr. Porter pledged that in 1961 no one will be persecuted, but some may be prosecuted. The inspectors will be ready to help any dealer or nurseryman in any way they can. Those who offer for sale decadent stock will encounter more and more trouble. Those who operate garden centers will be able to help in raising the standards of the stock sold.

Public Relations

A forum involving relations between the grower, retailer and customer followed. Lewis Bookwalter, Berryhill Nursery Co., Springfield, O., represented the wholesaler or grower; Fred Fisher, the retailer, and Mrs. H. Lloyd Smith, Columbus, the customer.

Mr. Bookwalter believes that the grower should help promote garden living, should grow and supply better stock and provide better sales aids. From the retailer, the wholesaler expects orders submitted at an early date; visits once or twice a year; emphasis on quality first, then on bargains; prompt payment of bills and recognition of the fact that higher prices must be paid for the unusual plants which are limited in number and have involved a great deal of maintenance.

Fred Fisher introduced Mrs. H. Lloyd Smith and asked her to tell the garden center operators what she expects from them and why she buys from them. Mrs. Smith, a well-known rosarian, said she makes it a point to buy from men of experience who handle new plant introductions and garden supplies. She does not mind paying $3.50 for a rosebush as long as she receives quality. She expects to find trained personnel at the stores to recommend certain fertilizers and insecticides and to explain how the applications should be made.

Mr. Fisher then presented the retailer's viewpoint. To the wholesaler he believes he owes loyalty and quick payment of all bills. To the customer he owes service and a good supply of products that are in demand. And to the community he owes participation in community projects.

The day's program was ended by a social hour and the annual "Ye Olde Tyme Dinner," attended by 245 members.

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LOS ALTOS CLINIC

One of the more ambitious garden clinics provided by ornamental nurserymen this winter was that of the Los Altos Nursery, Los Altos, Calif., where the four Furuichi brothers who operate the nursery sponsored four days of gardening advice.

On January 7 Albert Wilson, well-known radio and TV garden commentator and author of several books on home gardening, spoke and between the formal talks he was able to give individual advice to those in attendance. On January 14, Charles Scull, of the Ortho division, California Chemical Co., lectured on pesticides; on January 21, James Kerr, radio and TV garden commentator, spoke to and met with the home gardeners, while on January 28, William Mullane told about the use of O. M. Scott & Sons Co. products to those who were interested in starting or renovating lawns.

W. B. B.

RECENTLY relocated, Dr. G. E. Sutton's Floral Nursery is now open for business at East Central and Highway 37, Nixon, Tex.

GRANTED a permit to operate a retail nursery was the Sumigawa Nursery, Cotati, Calif.

DOGWOOD FOR GROWING ON!

	10 to 29	30 and up
PINK DOGWOOD		
12 to 18 ins...	$0.80	$0.75
18 to 24 ins...	1.10	1.00
24 to 30 ins...	1.35	1.25
30 to 36 ins...	1.65	1.50
WHITE DOGWOOD		
18 to 24 ins...	.55	.50
2 to 3 ft....	.80	.75
3 to 4 ft....	1.10	1.00
DOUBLE WHITE DOGWOOD		
18 to 24 ins...	1.10	1.00
24 to 30 ins...	1.35	1.25
30 to 36 ins...	1.65	1.50

	10 to 29	30 and up
CHEROKEE CHIEF		
Red-flowering Dogwood		
(Plant Patent No. 1710)		
12 to 18 ins...	$1.10	$1.00
18 to 24 ins...	1.40	1.25
24 to 30 ins...	1.65	1.50
30 to 36 ins...	2.20	2.00
CHEROKEE PRINCESS		
Sno-White Dogwood		
18 to 24 ins...	1.10	1.00
24 to 30 ins...	1.35	1.25
30 to 36 ins...	1.65	1.50

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PLANT NOTES HERE AND THERE

By C. W. Wood

Crepis

Somewhere around dandelion and hawkweed, botanically, is the genus crepis, numbering close to 250 species. If one goes into gardens looking for them, he will be disappointed in finding no more than two or three, and more often than not they will be absent entirely. That is to be expected, though, for they are, generally speaking, a weedy lot, often resembling the dandelion in their leaves and hawkweeds in their flowers. There are, however, a few good garden plants among them, of which I should like to mention three in these remarks.

Crepis aurea, from meadows in the high Alps, is a splendid plant of easy culture for what modern rock gardeners call their alpine lawns. In other words, it is a good plant to introduce into any unconsidered place that will not be mowed during the summer months. It will then provide a succession of pretty yellow composites, reminiscent of a hawkweed, on 4-inch stems, above a tuft of dandelionlike leaves. But our present plant does not spread from the root like many of the hawkweeds nor seed like a dandelion. One should not let a matter-of-fact description like the foregoing prejudice him against this crepis, for I feel sure it will prove a good addition to a list of plant materials and customers will find it a highly useful ornament.

I have mentioned so often the pink-flowered annual, Crepis rubra, in this column that extended comment is not necessary. But I should like to include it now as a matter of record. It will prove useful.

I did not find seeds of C. siberica during the past few years, so I suppose it has disappeared from modern, sophisticated lists. That would be too bad, if so, for it could become a highly useful inhabitant of the July border. It must be widespread in the Old World, for it is mentioned in the floras from Europe far into Asia. It has most of the characteristics of the ideal garden plant, including ease of culture; good, clear color (yellow), large size of flower; graceful flower stems (to three feet in height), and a summer flowering period. And the pretty, white, plumy seed heads are an added attraction in late summer. C. rubra can be grown from seeds in early spring for a long blooming season, and the perennial kinds are multiplied from divisions.

Iberis Gibraltarica

A Connecticut reader writes as follows: "I am told by a European seedsman that Iberis gibraltarica would be hardy in Connecticut, but I have read in more than one American account, including your American Nurseryman column, I think, that it is tender in this country outside the south. Would you care to cover this point in a future issue?"

All I can say with authority is that this plant is not hardy in northern Michigan and was not reliably so in my old garden in northern Ohio. I did keep it over winter in the latter place when it was mulched with straw under the glass protection of a frame, but did not consider it worth the effort. That does not mean, though, that it is not a worthy garden plant, where hardy. And I should not expect it to be reliable in Connecticut far from the ameliorating influence of the sea. Where hardy, its pretty heads of pink (soft pink to lilac) candytuft flowers would be welcomed by most gardeners. It is easily grown in any sunny, well-drained spot and propagates easily from seeds.

Epilobium Obcordatum

When I was reminded recently of the lovely little willow herb, Epilobium obcordatum, I seemed to remember having it many years ago and finding it hardy, but I find, upon examination, no references upholding that supposition in my notes. In view of the fact that it proved not hardy in a trial from California seeds three years ago, I believe that my first thoughts on the subject were figments of the imagination. But I further believe that it would likely be hardy south of the Ohio river, especially if material from the northernmost part of its range or from the

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Pixwell		
3-yr., heavy	$4.00	$35.00
2-yr., No. 1	3.50	30.00
Houghton		
3-yr., heavy	4.00	35.00
2-yr., No. 1	3.50	30.00

Red Rhubarb

	10	100
Canada Red, No. 1 Division	$3.50	$30.00
McDonald, No. 1 Division	3.50	30.00

Horseradish

	10	100
Cuttings, 4 to 6 ins.	$1.00	$4.50
Whole Roots	1.50	7.50

Asparagus

Washington	100	1000
3-yr., heavy	$4.50	$30.00
2-yr., No. 1	3.00	20.00
1-yr., No. 1	2.50	15.00

Victoria Rhubarb

	100	1000
1½ to 2 ins.	$12.50	....
1 to 1½ ins.	7.50	$60.00
¾ to 1 in.	6.00	45.00
½ to ¾ in.	4.50	30.00

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Rancocas, early; **Rubel**, midseason; **Jersey**, late

	Each	10	100
2-yr., 9 to 12 ins.	$0.40	$3.50	$32.50
3-yr., 12 to 18 ins.	.55	5.00	47.50
4-yr., 18 to 24 ins., fruit buds	.75	7.00	67.50
5-yr., 24 to 36 ins., fruit buds	1.00	9.00	87.50

250 at 1000 rate.

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Crataegus cordata, 1-yr., 8 to 10 ins.	8.00	75.00
Rhodotypos kerrioides, 1-yr., 8 to 10 ins.	7.00	60.00
Rhus cotinus, 1-yr., 18 to 24 ins.	9.00	80.00
Sophora japonica, 1-yr., 12 to 15 ins.	15.00	125.00
Styrax japonica, 1-yr., 15 to 18 ins.,	15.00	125.00
Viburnum carlesi, 1-yr., 12 to 15 ins.	18.00	150.00
Viburnum carlesi, 1-yr., 15 to 18 ins.	20.00	180.00
Viburnum dentatum, 1-yr., 12 to 15 ins.	9.00	80.00
Viburnum dilatatum, 1-yr., 15 to 18 ins.	9.00	80.00
Viburnum lentago, 1-yr., 15 to 18 ins.	12.00	100.00
Viburnum opulus, 1-yr., 15 to 18 ins.	12.00	100.00
Viburnum setigerum, 1-yr., 10 to 12 ins.	15.00	125.00
Viburnum sieboldi, 1-yr., 12 to 15 ins.	15.00	125.00
Viburnum wrighti, 1-yr., 10 to 12 ins.	18.00	150.00

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WACHAPREAGUE, VIRGINIA

higher altitudes of its habitats in the California mountains were to be had. Be that as it may, the plant is a beauty and would pay for the trouble needed to make it happy.

As it grew here in my latest trials, it made tufts of more or less trailing stems, with large (for the size of the plant), rose-pink flowers in the axils of the little, ovate leaves, in late summer. Its late-flowering season alone should endear it to gardeners, and its beauty would surely clinch the matter. It is not too difficult of culture if not allowed to become desert-dry and if given some shade during the hottest part of the day. It grows readily from cuttings of new growths in spring.

Two Native Roses

In quest of the exotic and spectacular, one often loses sight of really good plant material almost under his feet. This truism probably accounts for the fact that native rose species have had so little attention from horticulturists. Of course, not all the native roses are sufficiently well behaved to be allowed in choice company, but two that come to mind at the moment deserve consideration.

The little pixie rose, Rosa foliolosa, which is native in Arkansas and southwestward, is a good rock

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QUALITY STOCK GROWN BY US
Cherokee Chief Red-Flowering Dogwood
(Plant Patent No. 1710)
Shade Trees, Flowering Trees, Evergreens, Broad Leaved Evergreens.
Write for wholesale list.
HAWKERSMITH & SONS NURSERY
Tullahoma, Tenn.

Pink Dogwood
(Cornus florida rubra)

	Each	Each Per 100
1-yr., 6 to 12 ins.	$0.40	$0.35
1-yr., 12 to 18 ins.	.50	.45
1-yr., 18 to 24 ins.	.60	.55
1-yr., 24 to 30 ins.	.85	.75
1-yr., 30 to 36 ins.	1.00	.90
2-yr., 3 to 4 ft.	1.50	1.40
2-yr., 4 to 5 ft.	2.50	2.25
2-yr., 5 to 6 ft.	3.00	2.75

White-Flowering Dogwood
(Cornus florida) 2-yr.

4 to 5 ft., br.	1.25	1.00
3 to 4 ft., br.	.90	.60
2 to 3 ft., br.	.50	.40
18 to 24 ins., br.	.25	.20
12 to 18 ins., br.	.10	.08

Flowering Crab Apple
Eleyi, Hopa and Almey

1-yr., 2 to 3 ft., whips	.30	.25
1-yr., 3 to 4 ft., whips	.35	.30
1-yr., 4 to 5 ft., whips	.45	.40
2-yr., 3 to 4 ft., br.	.45	.40
2-yr., 4 to 5 ft., br.	.60	.50
2-yr., 5 to 6 ft., br.	.75	.65

(For Almey, add 15c a tree.)

Flowering Peach
Red, White, Pink and Peppermint

12 to 18 ins.	.15	.13
18 to 24 ins.	.25	.20
2 to 3 ft.	.30	.25
3 to 4 ft.	.35	.30
7/16 to 9/16-in. cal.	.40	.35
9/16 to 11/16-in. cal.	.45	.40

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garden plant and useful in many other situations where a 15-inch, or slightly taller, rose can be used. Its dwarf stature, coupled with its pleasing growth, makes it a sightly plant at all times of the year and a real beauty when it is covered with 1½-inch, creamy-white roses in May and June.

Found naturally throughout New England and adjacent parts of Canada, R. nitida is a pretty little thing seldom seen in gardens outside of its range. It has about the same stature as R. foliolosa, though it is said to grow as high as three feet in rich soil. The branches are densely covered with straight prickles and bristles, and the foliage is a bright, glossy green. Unlike the other, which has extremely short pedicels, the present plant is well furnished in that respect, and the flowers are bright pink, as much as two inches across. It is said to haunt the edges of swamps, but seems at home in ordinary border or wild garden soil.

Propagation is as in other rose species: From seeds sown as soon as ripe and from cuttings of nearly ripened wood, under glass.

Centaurea Macrocephala

An inquiry on Centaurea macrocephala brings to mind a plant of much potential value, which seems to have largely escaped the attention of modern American gardeners. In fact, I rarely see it in gardens anymore, and if it occurs at all in nurseries, it has escaped my attention. That is not as it should be, and I think most neighborhood growers will agree with that opinion after once growing the plant. For instance, I recall correspondence with an eastern grower several years ago in which he said that the plant did not sell well through his catalog, but was one of his best items while it was in bloom during July and August.

This is what to expect: A tuft of lanceolate leaves, diminishing in size as they ascend the 3-foot stem, which, in turn, ends in a single head, bright yellow in color and up to four inches in diameter. It comes from Armenia and was hardy in my trials, indicating sufficient hardiness for most parts of the United States. As I remember it, our eastern correspondent called it the showiest of the centaureas, with which I fully agree. It is easy to grow from seeds and easy to satisfy in any ordinary garden soil, in sun.

Anemone Blanda

I have an inquiry from a Nebraska reader about Anemone blanda, especially as to its hardiness. I know

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		Each
3000	Leucothoe catesbaei, 6 to 15 ins., heavy, TT., S.	$0.40
3000	Canadian Hemlock, 2½ to 3 ft., sheared	3.25
1000	Abies fraseri, 2 to 3 ft.	2.50
500	Cornus florida, 4 to 5 ft.	3.50
500	5 to 6 ft.	4.50
5000	White Pine, TT., B. R. liners, sheared once	1.00

Collected, B&B

		Each
2000	Oxydendrum arboreum, 4 to 6 ft.	$2.90
2000	6 to 8 ft.	4.00
		Per 1000
10,000	Kalmia latifolia, 6 to 9 ins., S.	$ 75.00
10,000	Rhododendron maximum, 6 to 12 ins., S.	125.00
2000	Rhododendron catawbiense, 6 to 12 ins., S.	150.00
1000	Rhododendron carolinianum, 6 to 15 ins., S.	250.00

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little about the climate of Nebraska, but the plant did not always prove hardy in my trials. That is no doubt to be accounted for by the fact that it is found naturally from Greece into Asia Minor. As plants from Greece are seldom hardy in northern Michigan climate, I assume that the hardier ones came from the colder parts of Asia Minor. But that is only conjecture on my part, so the best advice would be, I think, to try seeds from different sources in one's search for hardy material.

It is essentially an eastern extension of the better known A. apennina, being, generally, a smaller plant, rarely exceeding four inches in height, and the flowers are larger, deep sky blue in what we look upon as the type, though it varies to different shades of blue in its geographical forms, while one kind is white inside and blue on the reverse. This is known as variety scythinica, I believe. There is also a pink-flowered form, variety rosea, mentioned in the literature.

It is a tuberous-rooted elf, springing up at the first touch of spring sunshine, quickly giving of its beauty and then retreating to its shaded mold. It should, therefore, be given the choicest spot in the garden, where it will not be disturbed during its long slumber. It seemed to be best in at least half shade in my trials. After one has grown propagating stock from seeds (the plants bloom in two or three years from the sowing of seeds), it may be increased by division, when one should make sure to secure all the little tubers by a careful screening of the soil.

While on the subject, may I say a few words in praise of A. apennina? It is also a precious little thing of April, the type with solitary blue flowers, as much as two inches in diameter, on stems to eight inches in height. It has many forms, some natural, as in varieties alba, rosea

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and flore-pleno, and others of garden origin, many of them bearing the name of their introducer or some other gardener, but none that I have seen surpasses the type in beauty. It belongs to the woodland section and is best handled like A. blanda.

Celsia

Celsia is a genus of 40 or more species, near to the mulleins, and mostly to be found around the eastern end of the Mediterranean; hence, many are to be suspected of tenderness to cold. And in actual practice, I found that to be the case here in northern Michigan, though many should be hardy from the Ohio river southward.

The most readily available kind seems to be C. cretica, a plant that grows to four feet in height when it is producing its 2-inch-wide yellow flowers, with brown spots at the center. It is a quite showy plant that would, no doubt, selfsow in warmer sections, and it would be a good landscape plant, where hardy, if spirelike effects are called for. Just how hardy it is was not shown in several unsuccessful attempts here. But if one operates south of the latitude of Chicago, I think one is well advised when urged to try it.

I shall not take up much space with a long list of these Oriental mulleins, because it is not easy to find many of them, but I believe it would pay the neighborhood grower to search out a few of the perennial kinds.

My own experience with them has been too limited, for the obvious reason that few of them are sufficiently hardy for my severe climate, to qualify me as an authority on their duration, but I can recommend C. bugulifolia as being quite long-lived and curious enough, if not actually beautiful, to attract most gardeners. In its case, from a tuft of large, thick, mulleinlike leaves come foot-tall stems, bearing quite large flowers unlike anything I ever have seen, quite beyond any words at my command to describe them exactly. They start out to be purple, but later change their minds and assume curious bronzy, yellowish, metallic hues. No doubt further searching would reveal even better kinds in the genus. All that I have grown require sunshine, seem to prefer an open, dry soil and are easily grown from seeds.

Good Yellow-Flowered Onion

Yellow-flowered onions are apparently not plentiful in nature; at least, not many have come my way and I do not see many of them mentioned in the literature. At least two kinds,

SHADE TREES

	Per 10	Per 100
Cornus florida (White-Flowering Dogwood)		
2 to 3 ft., 7/16-in. cal.	$4.00	$ 35.00
3 to 4 ft., 9/16-in. cal.	6.00	50.00
4 to 5 ft., 11/16-in. cal.	8.50	75.00
Acer saccharum (Sugar Maple)		
4 to 5 ft., T.	6.00	50.00
5 to 6 ft., T.	11.00	100.00
6 to 8 ft., T.	16.00	150.00
Acer dasycarpum (Silver Maple)		
5 to 6 ft., T.	6.00	50.00
6 to 8 ft., T.	8.50	75.00
8 to 10 ft., T.	11.00	100.00
Liriodendron tulipifera, (Tulip Tree)		
4 to 5 ft., T.	3.50	25.00
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Rhododendron maximum, Kalmia latifolia, Ilex opaca and Tsuga canadensis		
3 to 6 ins., S.	$3.00	$20.00
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Juniper, scopulorum chandleri	
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5 to 6 ft.	6.50
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8 to 10 ft.	10.00
Juniper, Hill's Dundee	
8 to 10 ft.	10.00
Juniper, canaerti	
6 to 7 ft.	6.00
Juniper, keteleeri	
5 to 6 ft.	6.00
6 to 8 ft.	7.50
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Allium moly and A. flavum, are sufficiently ornamental to receive the gardener's attention. The former is not hardy enough for use outdoors in the north, though I find it makes a splendid window garden plant; however, A. flavum is not only hardy, but its loose cluster of small, bright yellow flowers at the top of slender stems, to 10 inches (usually less, as it grew here) in height, makes an attractive summer ornament. It is especially lovely when grouped with the blue-flowered onions of its season.

CONNECTICUT COURSE

[Continued from page 16]

methods of improving planting designs, which will benefit the customer, one's own home town and the landscape nurseryman's business.

The last speaker on Wednesday afternoon was Paul F. Frese, director of public information and education, Sterling Forest Gardens Corp., Tuxedo, N. Y. He related the story of the remarkable development of this new 125-acre garden. Using colored slides, Mr. Frese portrayed the entire 1960 season, featuring a continuous sequence of bloom from May until fall.

The evening program opened with the showing of a film, "Away with Weeds." The main feature of the evening was a "Question Box," moderated by Joel Barnes, Barnes Bros. Nursery Co., Wallingford, Conn. A lively round-table type of audience participation discussed the topics of specific chemical weed killers for various nursery pests, lighting techniques to increase plant growth and the selection and culture of various choice ornamental plants.

Garden Center Notes

William H. Cone, Jr., Garden Exchange, Trumbull, Conn., opened Thursday's garden center day by discussing "Plant Materials for Garden Centers—What To Sell." He first explained the difficulties involved in attempts to acquaint the buying public with these plants, in competition with those sold by mass-marketing practices. Mr. Cone also discussed the extra time factor involved in this combination of selling and providing customer education services. He noted particular plants and shrubs which he has marketed in his garden center and related various experiences with methods he has employed in displaying and selling them.

The second lecture Thursday morning was on "Handling Traffic in the Garden Center," by Willard

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Sugar Maple, 3-in. cal. and smaller
Silver Maple, 3-in. cal. and smaller
Red Maple (rubrum), 1½ to 2-in. cal., 8 to 10 ft. and 6 to 8 ft.
Green Ash, 2½-in. cal. and smaller
Hackberry, 8 to 10 ft. and 6 to 8 ft.
Honey Locust, Thornless, 2½-in. cal. and smaller
Pin Oak, 3-in. cal. and smaller
Willow Oak, 2½-in. cal. and smaller
American Linden, few 3-in. cal., also 6 to 8 ft. and 8 to 10 ft.
Redbud, 2½-in. cal. and smaller
Sweet Gum, 2½-in. cal. and smaller
Tulip Poplar, 3-in. cal. and smaller
Sycamore, 3-in. cal. and smaller
European Mountain Ash, 8 to 10 ft. and 6 to 8 ft.
Chinese Elm, all sizes 6-in. cal. and smaller
Cornus florida and **Cornus florida rubra,** 7 to 8 ft. and smaller
Purple Fringe, 6 ft. and smaller
Oak-Leaved Hydrangea, 3 to 4 ft., heavy br.
Flowering Crab Apple, 8 best varieties, 1½-in. cal. and smaller
Apple, 22 best varieties, 1 and 2-yr., heavy br., all sizes
Peach, 38 best varieties, 1-yr., 1-in. cal. and smaller
Pear, six varieties, 1 and 2-yr.
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500 R.C.	$ 28.00	2000 R.C.	$105.00
800 R.C.	44.00	5000 R.C.	250.00
1000 R.C.	54.00		

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M. Bond, Willard Bond Nursery Sales Agency, South Weymouth, Mass. Mr. Bond named several factors which will stimulate customer traffic in any garden center. He discussed the need for correct methods of planning the arrangement of merchandise displayed, of price marking each item and of having signs which will stimulate self-selling. He also discussed training of sales personnel and the necessity for good housekeeping and appealed to the nursery industry to upgrade its methods in order to attract and hold young men in its work.

Dr. Robert W. Schery, director of the better lawn and turf institute, Marysville, Ohio, completed Thursday morning's lectures with a talk on "Lawns—Preparation and Maintenance." Before launching on the technical part of his lecture, Dr. Schery commented on the similar types of problems, such as consumer education, encountered by both nurserymen and seedsmen, as evidenced by the discussions of the speakers who had preceded him at this short course. He explained the function of the lawn institute as an interpretive organization, concerned with public education, and noted that the advertising campaigns for 1961 are directed toward promoting a more complete knowledge of the use of a product. In discussing specific recommendations for lawn building, Dr. Schery stressed the necessity of using proper cultural practices and showed slides depicting lawn construction and maintenance, as well as weeds and their control.

Guarantees

Opening the afternoon garden center session, a speaker of the previous afternoon, Harold D. Stevenson, again addressed the group, this time on the subject of "Nursery Stock Guarantees." Noting that this subject is probably the most controversial one in the nursery business, he reviewed typical guarantees he had obtained from several types of nursery operations, located in various parts of the country. He then summarized the results of his inquiry by stating that the practices ranged all the way from no guarantee to a full 1-year free replacement, with no planting charges.

The second speaker Thursday afternoon was Peter Costich, Hicks Nurseries, Inc., Jericho turnpike, Westbury, N. Y., who spoke to the group on "Business Management and Promotion." He defined successful management as the happy combination of capital and labor to place a

product in the market where it will be consumed. He added that, in his opinion, the nursery industry is "growing" oriented, not "sales" oriented and that the big need today is to improve the retail sales operation through increased sales training and improved purchasing and merchandising techniques. Mr. Costich discussed various methods by which he believes these aims might be accomplished.

Since audience interest and participation in questions after each talk had caused the program to run overtime and since weather bulletins were forecasting another major snowstorm, it was decided to omit the final panel discussion of "Fertilizer and Pesticide Recommendations for 1961," to permit short course members to start home before road conditions became dangerous.

SPRAY FOR CODLING MOTH

What appears to be increasing resistance to DDT in the codling moth, a major pest in apple orchards in some areas, can be successfully combatted by combining some of the newer pesticides with DDT, according to Dr. Ralph W. Dean, Cornell entomologist at the Hudson valley fruit investigations laboratory of the New York state experiment station, Geneva.

From a practical standpoint, considering cost, safety to the trees and fruit finish, as well as effectiveness against other insects that must be controlled during the summer, a combination of two pounds of 50 per cent DDT with two pounds of 25 per cent malathion to 100 gallons of spray has been found to be the best present control for resistant codling moths.

Dr. Dean stated that the extensive use of both these materials, singly and in combination, has proved them to be safe and effective. He said that this combination controlled the resistant codling moth last year when it was properly used. Other effective materials that can be used in combination with DDT include Diazinon, Guthion and Sevin. The first two named will also suppress mites and control red-banded leaf roller and apple maggot, but are somewhat expensive. Sevin does not control mites, is fairly effective against leaf roller and still questionable against maggot, but appears to have a place in future spray programs, according to Dr. Dean.

Whatever material is used, adequate amounts per tree, thorough coverage, and proper timing are essential for success.

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(Plant Patent No. 1710)

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12 to 18 ins.	$1.15	$1.10	$1.00
18 to 24 ins.	1.50	1.40	1.25
24 to 30 ins.	1.75	1.65	1.50
30 to 36 ins.	2.35	2.20	2.00

Cornus florida rubra—Pink-flowering Dogwood

Cornus florida—White-flowering Dogwood

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Varieties:
Cherokee Princess
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(Bare-Root)	Each Per 10	Each Per 100
6 to 12 ins.	$0.60	$0.50
12 to 18 ins.	1.00	.75
18 to 24 ins.	1.25	1.00
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Cornus florida—White-flowering Dogwood
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OPERATING A GARDEN CENTER, by John J. Pinney. Articles reprinted from American Nurseryman. 128 p., illus. (1957) **$3.00**
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MONTEREY BAY CHAPTER

The January meeting of the Monterey Bay chapter of the California Association of Nurserymen was held at the Colonial Inn, Santa Cruz, January 19. President Clay Pleiman, Tempo Landscape & Garden Service, Castroville, announced that there will be a state board of directors' meeting March 30 and a 1-day short course at Berkeley, with a discussion of plant uniformity and general care, scheduled for January 31.

At the past board of directors' meeting there was a motion on the acceptance of new members as follows: "A unanimous vote of the board of directors on an application, with any 'no' vote explained, is to be required and then a unanimous vote of the members be had before admitting a new member. After a member is passed by the board of directors, his name must appear in the next bulletin to the members so they can attend the meeting and vote." The chapter hopes this move in admitting new members will help in obtaining nurserymen with known business relations and ethical practices.

Mr. Jellenfy, of the Soledad prison, suggested that a meeting of the chapter be held at the prison sometime this year. It was decided that he obtain more information and report back to the chapter.

The next meeting will be held at Salinas February 16, with Robert Dickens in charge.

Sue Mell, Sec'y.

REDWOOD EMPIRE CHAPTER

Members of the Redwood Empire chapter of the California Association of Nurserymen held a business meeting January 10 at the Mission Inn, San Rafael. Among the 28 members and guests were C. A. N. President Robert T. Warner, Manhattan Garden Supply, Manhattan Beach; Vice-president and Mrs. Walter Borchers, W. B. Clarke & Co., San Jose, and Assistant Executive Secretary Jack Wick.

It was announced that Harold Prickett, Pricketts Nursery, Santa Rosa, was in Moffat hospital, San Francisco, for further eye surgery, and Rudy Flynn, San Rafael Nursery, San Rafael, was in the Marin general hospital for minor surgery.

Past President Donald Perry, Sunnyside Nursery, San Anselmo, introduced State President Robert Warner, who advised members of the chapter that it is now necessary to meet the new competition with its own methods. There is greater need for attention to merchandising, he said. Much of this work has to be done collectively within the association and through scholarships and education. Greater co-operation at the chapter level and more committee activity at the state level, continued work with the publicity and market development and "Plant California" programs will mean greater sales. Above all, he concluded, nurserymen should always stress that they are experts in their field of work.

Hugh Wallace, Sec'y.

CENTRAL CHAPTER

"What Will the New Year Bring the Nurseryman in Today's Competitive Market?" was the topic of a talk given by Elmer Merz, executive secretary of the California Association of Nurserymen, to members and guests of the Central chapter of the C. A. N. at their meeting January 10.

Mr. Merz compiled the results of a survey he recently made of nurseries throughout the state and gave over 100 nurserymen and guests present at the meeting an interesting report covering the past years, the present and the prospects of growth in the future.

Bert Wright, Wright Bros. Nursery, Lafayette, president of the chap-

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Also Dwarf Suffruticosa and general nursery stock, including large shade and flowering trees.
We have shipped in carlots to many parts of the United States for years.
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FAIRVIEW, ORE.
Wholesale only
FRUIT TREE SEEDLINGS
FLOWERING ORNAMENTAL TREES
SHADE TREES
Licensed Growers of
Crimson **King Maple** (Pat. No. 735)
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Sunburst **Locust** (Pat. No. 1313)
Constant Vigilance Results in Quality Stock
Combination carloads to eastern distributing points.
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Rooted Cuttings Ready Now
$11.00 per 100; **$10.00** in lots of 5000 or more—F.O.B. Troutdale. Send for our new price list.
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GENERAL NURSERY STOCK

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CAN YOU MEET THE DEMAND FOR DWARF EVERGREENS?

DWARFS—*for ranch-style houses*
—for low windows
—for planters

	Per 100	Per 1000
Cephalotaxus harringtonia fastigiata (Plum Yew) Columnar and dark green. 3 to 6 ins., once transplanted	$17.00	$153.00
Chamaecyparis lawsoniana grandi Wonderful, green, flat pyramid. 6 to 9 ins., once transplanted	20.00	180.00
Chamaecyparis lawsoniana minima glauca (Little Blue Cypress) Captivating, hardy, midget. 6 to 9 ins., twice transplanted, B. R.	71.00	....
Chamaecyparis nootkatensis glauca compacta (Compact Blue Alaska Cypress) Charmingly blue-green foliage. 3 to 6 ins., once transplanted	16.00	144.00
Chamaecyparis pisifera compacta Exceedingly dense dwarf globe. 3 to 6 ins., once transplanted	17.00	153.00
Chamaecyparis pisifera compacta nana A real genuine dwarf. 3 to 5 ins., once transplanted	21.00	189.00
Chamaecyparis pisifera filifera nana aurea (Dwarf Golden Thread Cypress) Superbly in a class by itself. 12 to 18 ins., twice transplanted, B. R.	30.00	270.00
Erica carnea (Sherwood Creeping Heath) Bright green foliage, bright red flowers. 9 to 12 ins., twice transplanted, B. R.	22.00	198.00
Erica mediterranea hybrida (Darley Heath) Lovely winter bloomer. 9 to 12 ins., twice transplanted, B. R.	22.00	198.00
Picea excelsa mucronata (Dwarf Norway Spruce) Dense, dwarf, pyramidal conifer. 3 to 6 ins., once transplanted	18.00	162.00
Picea excelsa nidiformis (Nest Spruce) Dark, compact, flattened globe. 6 to 9 ins., once transplanted	24.00	216.00
Picea excelsa (Sherwood Multnomah Spruce) Picturesque, rugged in appearance. 3 to 6 ins., once transplanted	21.00	189.00

DWARFS—*for constant lasting year-round beauty*

	Per 100	Per 1000
Picea excelsa pygmaea (Pygmy Spruce) Very dwarf, dark green. 1 to 3 ins., once transplanted	$14.00	$126.00

DID YOU KNOW?
Sitka Spruce (Picea sitchensis), largest and most impressive of all the spruces, has been known to have a height of 250 feet and a trunk diameter of 15 feet.

Pinus aristata (Bristlecone Pine) Probably world's most beautiful conifer. 6 to 9 ins., not transplanted	24.00	198.00
Pinus mughus compacta (Mugho Pine) Very hardy dwarf. 6 to 12 ins, not transplanted	11.00	99.00
Rhododendron intricatum (Bluet Rhododendron) Purple flowers, cheerful pixie 3 to 6 ins., once transplanted	18.00	162.00
Rhododendron myrtifolium (Myrtle Rhododendron) Rose flowers, fragrant foliage. 3 to 6 ins., once transplanted	18.00	162.00
Taxus baccata procumbens (Prostrate English Yew) Deep green, low growing. 6 to 9 ins., once transplanted	21.00	189.00
Taxus baccata repandens (Spreading English Yew) Unusual dark green spreader. 3 to 6 ins. once transplanted	17.00	153.00
Taxus baccata repandens aurea (Gold Spreading English Yew) Foliage bright gold. 3 to 6 ins., once transplanted	18.00	162.00
Taxus cuspidata nana (Dwarf Japanese Yew) Picturesque, well liked. 3 to 6 ins., once transplanted	18.00	162.00

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25 at 100 rate; 250 at 1000 rate.

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Evergreens - PROPAGATORS AND GROWERS
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(It contains complete descriptions)
CORBETT, ORE.

ter, introduced Bill Bustamante, E. B. Stone & Son Co., and Lloyd Reeves, Navlet's Nursery, Concord, as additions to the board of directors. L. T. R.

CALIFORNIA ARBORISTS

Speaker at the January 18 meeting of the California Association of Arborists was William H. Owen, an associate of the law firm of Ropers, Majeski & Kane, Redwood City, who attended at the request of the association to the San Mateo County Bar Association.

The purpose of Mr. Owen's talk was to alert the membership to problems they run into as businessmen in a field somewhat different from most. He discussed written and oral contracts and the rights of both parties, mentioning instances when it is necessary to have a written contract in order to make it enforceable.

Among the types of contracts that must be in writing are those involving over $500, those in which a third party assumes the debts of a customer and those concerning the sale or lease of real property. He added that to avoid possible misunderstandings and for other reasons it is best to have every contract in writing.

He noted, too, that in cases where a written contract is required, one may enforce collection on or completion of it, when it concerns work and services.

Mr. Owen thought the most serious problems arborists meet are those in connection with alleged negligence. He said that in general it has nothing to do with either a written or oral contract, but has to do with injury to persons or property "done wrong." Because the arborist or tree surgeon is considered an expert in his work, he is more open to claims of this kind than others might be. Insurance, he added, protects one only if he is at fault, and to collect there must be a legal duty on the part of the insured, a failure properly to do the work ordered and proof of a loss by the injured party.

Law Suits Increasing

Negligence suits, he said, are on the increase, and often the landowner or a tenant is brought in, sometimes in unexpected ways. He cited a suit at Menlo park, resulting

Dwarf Cannas Sell

PFITZER'S CHERRY-RED

The flowers are in long clusters and of a most pleasing soft shade of cherry-red. It is a free bloomer and makes an excellent showing from early summer until frost. Has fine green leaves and looks particularly well with a green background. Grows about 36 inches high and very desirable where a bold color effect is required. Does splendidly in tubs and makes fine contrast with white summer furniture.

PFITZER'S SHELL-PINK

A compact, husky plant with excellent rich, deep green foliage. The entire plant when in bloom is seldom over 30 inches high. The flower clusters are superb and show handsomely just above the ornamental leaves. A tiptop variety for planting in between hardy plants or an occasional clump in front of shrubs. A perfect tub specimen for porch or terrace. A beautiful shade of pink.

(Also Primrose-Yellow and Chinese-Coral Not Pictured)

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Native coniferous seed for direct seeding and forest nurseries.

when a tree limb fell onto a power line. Some direct injury was done to persons and property, but an unexpected claim came from an individual who was in a respirator and who suffered, it was claimed, because of the power failure.

Another case of negligence was claimed when a limb fell from a tree into the highway. A tree surgeon was called, but it was too late to do anything that day. During the night an automobile ran into the limb and the arborist was among those sued for negligence, because of failure to remove the limb immediately.

Mr. Owen gave several other interesting and, to some extent, surprising examples of coliability on the part of an arborist in negligence cases. When asked how long one's responsibility lasted, he was plain in stating that that was up to a judge or a jury and that technically there is no time limit.

He indicated some of the reasons that aid in overcoming claims of negligence. Among these are acts of God, interveners and negligence on the part of the person for whom the work is being done or contributory negligence on the part of the person having the suit brought. Interveners, he explained, are operators who may have worked on a tree or who may have done something to it in any way after the arborist had left the job as finished. This could be a neighbor, the owner, another arborist or a workingman doing something not at all in connection with the welfare of the tree.

Question Period

A question and answer period followed Mr. Owen's talk, which brought out many things of which the membership had not previously been aware.

A most impressive item in the talk was the matter of the written contract. One question concerned the desirability of having every contract written out to the minutest detail, for complete protection, but it was noted by the speaker that this might allow an opportunity to discover items that would react against the arborist. It was suggested that work orders be used and that work suggested as needed but not ordered be listed and that costs be omitted from oral conversations.

In a discussion of Arbor day, on March 7, it was noted that two years ago the association donated some trees to a Mountain View school, in co-operation with a P. T. A. group. The school was ordered razed after plans were made and the publicity had been published, so the trees

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3-yr., 12 to 15 ins., br., B&B, **$2.00** each
4-yr., 15 to 18 ins., br., B&B, **$2.50** each
5-yr., 18 to 24 ins., bushy, B&B, **$4.00** each

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Branched, heavily rooted cuttings, **17½c** each or **$40.00** per case of 250.
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were put in tubs and left to be set out at the new location. This new location is now complete and the landscaping is under way. The school officials reported the interest in the tubbed trees was so great that they felt it would be fitting to celebrate the planting with ceremonies similar to those at the time the trees were presented. Millard Blair, of Mountain View, was appointed chairman of a committee to work with the school.

Revision of the constitution progressed and every suggested change was carefully considered and thoroughly discussed. It was recommended that the group actively plan to increase its membership, in order to gain prestige and maintain the high standards of California tree surgery.

W. B. B.

OREGON COUNCIL ELECTS

At the annual meeting of the Oregon Bulb, Florist and Nursery Council January 18, R. N. (Mac) Perrin, Perrin Gardens, Portland, a bulb producer, was elected president of the council for the coming year. F. M. Belknap, executive secretary of the Oregon Association of Nurserymen, was elected secretary.

Robert Jeibman, Robert Jeibman,

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ACER PLATANOIDES

Faassen's Red-Leaved Maple

	Per 10	Per 100
6 to 8 ft., br.	$35.00	$325.00
5 to 6 ft., br.	25.00	225.00
8 to 9 ft., whips	30.00	225.00
7 to 8 ft., whips	25.00	210.00
6 to 7 ft., whips	21.00	180.00
5 to 6 ft., whips	16.00	140.00
4 to 5 ft., whips	13.00	110.00
3 to 4 ft., whips	10.00	85.00

Norway Maple

12 to 14 ft., br.	35.00	325.00
10 to 12 ft., br.	30.00	275.00
8 to 10 ft., br.	25.00	225.00
6 to 8 ft., br.	20.50	180.00
5 to 6 ft., br.	15.00	135.00
8 to 9 ft., whips	10.50	100.00
7 to 8 ft., whips	10.00	95.00
6 to 7 ft., whips	9.50	90.00
5 to 6 ft., whips	8.00	75.00
4 to 5 ft., whips	6.00	55.00

Columnar Norway Maple

3-yr., 11 to 12 ft.	33.50	310.00
3-yr., 10 to 11 ft.	30.00	275.00
2-yr., 9 to 10 ft.	27.50	250.00
2-yr., 8 to 9 ft.	25.00	225.00
2-yr., 7 to 8 ft.	22.00	195.00
2-yr., 6 to 7 ft.	18.50	170.00
1-yr., 5 to 6 ft.	15.50	140.00
1-yr., 4 to 5 ft.	12.00	110.00
1-yr., 3 to 4 ft.	10.00	90.00

Drummondi Norway Variegated Maple

6 to 8 ft., br.	28.50	260.00
5 to 6 ft., br.	23.50	210.00
8 to 9 ft., whips	21.00	185.00
7 to 8 ft., whips	20.00	175.00
6 to 7 ft., whips	18.00	165.00
5 to 6 ft., whips	14.50	130.00
4 to 5 ft., whips	10.00	90.00

ACER PSEUDOPLATANUS

Improved Spaethi

12 to 14 ft., br.	37.50	350.00
10 to 12 ft., br.	32.50	300.00
8 to 10 ft., br.	27.50	250.00
6 to 8 ft., br.	22.50	200.00
5 to 6 ft., br.	16.50	150.00
6 to 7 ft., whips	12.50	115.00
5 to 6 ft., whips	10.00	90.00
4 to 5 ft., whips	8.00	70.00

ACER RUBRUM

(Red Maple)

10 to 12 ft., br.	32.50	300.00
8 to 10 ft., br.	27.50	250.00
6 to 8 ft., br.	22.50	200.00
5 to 6 ft., br.	16.50	150.00
4 to 5 ft., br.	12.50	115.00

ACER SACCHARUM MONUMENTALE

(Columnar Sugar Maple)

8 to 10 ft.	27.50	250.00
7 to 8 ft., whips	25.00	225.00
6 to 7 ft., whips	22.50	200.00
5 to 6 ft., whips	20.00	175.00
4 to 5 ft., whips	17.50	150.00
3 to 4 ft., whips	15.00	125.00

BETULA ALBA

(European White Birch)

12 to 14 ft., br.	35.00	325.00
10 to 12 ft., br.	27.50	250.00
8 to 10 ft., br.	22.50	200.00
6 to 8 ft., br.	16.50	150.00
5 to 6 ft., br.	12.00	110.00
4 to 5 ft., br.	9.00	85.00
3 to 4 ft., br.	6.50	60.00

FRAXINUS QUADRANGULATA

(Blue Ash)

10 to 12 ft., br.	37.50	350.00
8 to 10 ft., br.	32.50	300.00
6 to 8 ft., br.	27.50	250.00
5 to 6 ft., br.	22.50	200.00
6 to 7 ft., whips	18.00	165.00
5 to 6 ft., whips	15.00	135.00
4 to 5 ft., whips	12.00	105.00

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Florist, Portland, outgoing council president, presided at the meeting, held in the offices of the Oregon department of agriculture, Portland. Dr. Wilson H. Foote, Oregon State College, Corvallis, introduced representatives of the departments of horticulture, entomology and botany and plant pathology, O. S. C., who reported on current research and presented each department's research budget request for the coming year.

Budget requests totaling $8,820 were approved by the council, as well as research expenditures of $7,292 for the past year, the funds being derived from nurserymen's license fees. A report of the licensing situation was given by Hugh Taylor, and it was announced that the next meeting of the council is scheduled for January, 1962. C. H. P.

OREGON NOTES

The executive board of the Clackamas chapter, Oregon Association of Nurserymen, held two meetings recently, the first at the home of Larry Effinger, Hood View Acres, Oregon City, and the second (January 16) at the home of Mr. and Mrs. Ralph Elser, Elser's Nursery, Milwaukie. At the first meeting the board authorized Larry Effinger to propose to the board of directors of the O. A. N. a code of conduct on pricing and grading of nursery stock. At the second meeting the group discussed plans for the "Chapterama" program of the O. A. N. convention.

Architects for the 1961 Multnomah "Parade of Gardens" met with nurserymen and landscape gardeners at the Portland Wholesale Nursery Co., Portland, the evening of January 9. Purpose of the meeting was to go over plans with the architects and to launch a drive for the procurement of specimen stock for the theme garden of the annual show. Leading the meeting was General Chairman Harold Miller, Miller's Landscape Nursery, Milwaukie. In charge of co-ordinating the show is Frank Morishita, Fairdale Nursery Co., Troutdale.

According to a United States forest service report, sales of sword fern, salal, huckleberry, Christmas greens and cones and other minor forest products totaled between $10

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A very beautiful evergreen shrub with large, glossy leaves and yellow flowers conspicuously appearing in spring and followed by dark blue berries; a most satisfactory broad-leaved evergreen for any place in the United States.

	Per 100	Per 1000
1-yr., S.	$ 5.00	$ 40.00
2-yr., S.	7.00	60.00
3-yr., S.	10.00	90.00

SEEDLINGS have been root-pruned to insure a good root system. The 3-yr. seedlings have also been cut back, to make a more bushy, compact plant.

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Flowering, Ornamental, Shade Trees and Shrubs, Fruit Trees, Fruit Tree Seedlings and Angers Quince Rooted Cuttings.

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and $12 million during the past year in Oregon and Washington.

Under the direction of Dr. Julius A. Rudinsky, associate professor of entomology, Oregon State College, Corvallis, considerable research is being conducted with systemic insecticides as forest tree insect controls.

Merle F. Carlson, Culver, has joined the sales staff of the Webfoot Fertilizer Co., Portland. Mr. Carlson is an Oregon State College graduate with a B.S. degree in general agriculture.

Jim Brown, son of Mr. and Mrs. Dave Brown, Wichita Nursery, Milwaukie, has recovered from a serious attack of pneumonia during the Christmas season. C. H. P.

CALIFORNIA NOTES

Stanley C. Strain is the new manager of the Woolworth's garden center at Mountain View. Assisting him are Thomas Snell, a recent graduate of the department of floriculture and ornamental horticulture, University of California at Los Angeles, and Andrew Yamamota, a recent graduate of the U. of C. at Davis.

A crash program to fight pear decline has been proposed by a group

[Continued on page 138]

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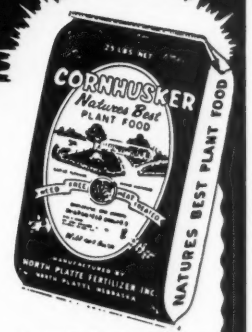

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NATURAL HUMUS

To the soil, aiding in the proper bacteria growth for greater plant assimilation of the natural foods at the time they are needed by the plant.

Remember . . . there is NO SUBSTITUTE for CORNHUSKER Fertilizer . . . and you get TWICE AS MUCH FOR HALF THE COST! Try Cornhusker today . . . Buy it in the handy 25-lb. or 50-lb. bag.

Money Back Guarantee
- **WILL NOT BURN**
- **WEED FREE**
- **HEAT TREATED**

CORNHUSKER is derived from decomposed and dehydrated cattle manure.

Wanted: Dealers and Jobbers

Manufactured and Distributed by

NORTH PLATTE FERTILIZER, INC.

Phone: LE 2-0568 North Platte, Neb.

CLASSIFIED ADS

Rate: 40 cents per line, each insertion. **Minimum order, $4.00.**

Instructions for the March 15 issue must be received by Friday, February 24.

Forms for April 1 issue will close Friday, March 10.

AZALEAS

AZALEAS

Heavy, well-shaped 2-yr. plants, budded, 3 to 5 ins., packed in boxes for shipment at no extra charge.

DWARF AND SEMI-DWARF VARIETIES

Christmas Cheer	Massasoit
Coral Bells	Pink Pericat
Hexe	Pink Pearl
Hinodegiri	Salmon Beauty
Macrantha	Snow

$25.00 per 100.

INDICA VARIETIES

Heavy, well-shaped 2-yr. plants, budded, 6 to 8 ins., packed in boxes for shipment at no extra charge.

Brilliant	Judge Solomon
Daphne Salmon	King's White
Elegans	Pride of Mobile
Fisher Pink	President Clay
Formosa	Southern Charm

$25.00 per 100.

AZALEA LINERS

Heavy, well-shaped 1-yr. transplants, available April 1, 1961.

DWARF AND SEMI-DWARF VARIETIES

Christmas Cheer	Massasoit
Coral Bells	Pink Pearl
Hexe	Pink Ruffle
Hinodegiri	Rose Pericat
Hino-Crimson	Salmon Beauty
Lentengroot	Snow
Macrantha	Sweet Brier

Sweetheart Supreme

$12.50 per 100, $110.00 per 1000, $1000.00 per 10,000.

INDICA VARIETIES

Daphne Salmon	Judge Solomon
Elegans	King's White
Fisher Pink	Mrs. G. G. Gerbing
Formosa	President Clay
George L. Tabor	Pride of Mobile

Southern Charm

$12.50 per 100, $110.00 per 1000, $1000.00 per 10,000.

FLOWERWOOD NURSERY, INC.
R. 1, Box 130 Mobile, Ala.

AZALEA MOLLIS LINERS

Specializing in AZALEA MOLLIS for over 30 years. Our experience and selecting of our stock plants give us the opportunity to grow a very good strain. 2½-yr.-old plants, once transplanted, from seed, in mixed colors. Size 7 to 12 ins., $30.00 per 100, $250.00 per 1000. Packing free. Price does not include freight.

VAN DEN AKKER'S NURSERY
10522 E. Riverside Dr. Bothell, Wash.

BECKY AZALEA

New Azalea with longer lasting flowers. Full graded plants in clay pots for forcing as needed. Write for prices, stating quantity required. ORDER NOW.

Patent No. 1699.

VOSTERS NURSERIES AND GHSES., INC.
Secane, Pa.

AZALEAS, ROOTED CUTTINGS

$7.00 per 100: Coral Bells, ledifolia alba; Othello, Sherwood Lavender, Pink Pearl, hinodegiri, Mrs. Fischer, pink; Macrantha, Snow. Price list of Azaleas, Heathers, perennials, on request.

AVALON MOUNTAIN GARDENS, Dana, N. C.

HINO-CRIMSON, GLENN DALES, ETC.

Thousands of beautiful Kurume, and other evergreen Azaleas, including newer varieties. Dense, bushy, well-budded for landscape planting and forcing. Selling fast — order now. Landscape sizes.

THE TANKARD NURSERIES, Exmore, Va.

AZALEAS

25 varieties.

Field-grown and rooted cuttings.

WIGMORE'S NURSERIES
Norman Ave., Riverside Pk., Riverside, N. J.
Phone BElmont 5-2210.

AZALEAS

For forcing and landscape planting.
Write for our trade list.

THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

BARBERRIES

RED-LEAVED BARBERRY

2-yr. seedlings.
Write for price quotations.

PAUL J. SQUARE
120 Fairport Nursery Rd.
Painesville, O.

RED-LEAVED BARBERRY
(Atropurpurea) 2-yr. seedlings.

	Per 100	Per 1000
12 to 18 ins., branched	$12.00	$110.00
18 to 24 ins., branched	16.00	140.00

RED-LEAVED BARBERRY
4-yr. trans. Heavy stock.

9 to 12 ins.	24.00	200.00
12 to 18 ins.	28.00	240.00
18 to 24 ins.	32.00	280.00

GREEN BARBERRY
(Thunbergi) 4-yr. transplants.
Heavy stock.

9 to 12 ins.	20.00	160.00
12 to 18 ins.	24.00	200.00
18 to 24 ins.	28.00	240.00
2 to 2½ ft.	32.00	280.00

Our Red Barberry is one of the finest strains in the U.S.A.

DANEGGER'S HI-WAY NURSERY, INC.
Box 336B Milford, Del.

Green and Red Barberry, finished stock, 15 to 18 ins. and 18 to 24 ins., in quantity. You make a profit while waiting for our list.

John G. Stropkey & Sons Nurseries, 485 Bowhall Rd., Painesville, O.

Barberry liners, Crimson Pigmy, julianae, julianae nana, mentorensis. Please see complete list on pages 106-107.

Templeton, Phytotektor, Winchester, Tenn.

BEECHES

FAGUS SYLVATICA, 2-YR. GRAFTS

	Each,	100
Asplenifolia (Fernleaf Beech), 18 to 24 ins.	$2.00	
Pendula (Weeping Green Beech), 18 to 24 ins.	1.75	
Pyramidalis (Pyramid Green Beech), 18 to 24 ins.	1.75	
Riversi (River's Purple Beech), 18 to 24 ins.	1.75	

WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.

C. HOOGENDOORN, NURSERYMAN
408 Turner Rd. Newport, R. I.

BEGONIAS

TUBEROUS-ROOTED BEGONIAS

Large double (Camellia-flowering), 8 colors.

	Per 100	Per 1000
EXHIBITION size, 2½-in. up	$18.00	$160.00
2 to 2½-in.	15.00	140.00
1½ to 2-in.	10.00	90.00
1¼ to 1½-in.	6.50	55.00
DOUBLE FIMBRIATA (Carnation), 6 colors.		
DOUBLE Camellia, red with white edge.		
DOUBLE Marmorata, red, spotted white.		
TOP size	$16.00	$150.00
FIRST size	12.00	110.00
SECOND size	7.00	60.00
BICOLOR, yellow mixed with copper and white.		
PENDULA (hanging basket type), 6 colors.		
TOP size	$19.00	$180.00
FIRST size	14.00	130.00
SECOND size	8.50	75.00
MULTIFLORAS, scarlet, yellow, apricot, copper. 1 to 2-in.	$12.00	$110.00
MULTIFLORA Maxima (NEW), 6 colors. 1 to 2-in.	$13.00	$120.00
PICTA, CRISTATA and MARGINATA. 1¼ to 2-in.	$13.00	$120.00

Minimum order $10.00.

VERONA GARDENS, TED GREVERS
Route 5 Battle Creek, Mich.

TUBEROUS BEGONIAS

Double-flowered Camellia type, 8 colors.

	Per 100	Per 1000
2-in. up	$16.00	$150.00
1½ to 2-in.	11.00	100.00
1¼ to 1½-in.	6.50	60.00
Double-fl. (fimbriata Carnation), 6 colors.		
2-in. up	17.00	160.00
1½ to 2-in.	13.00	120.00
Pendula type, 6 colors.		
2-in. up	18.00	170.00
1½ to 2-in.	14.00	130.00

With parcel post, please add postage.

J. LEEGWATER & SONS
2809 Highway Ave. Highland, Ind.

BERRY PLANTS

BLACKBERRY PLANTS

EBONY KING and select strain ELDORADO, true-to-name, no non-fruiting plants. Ask for wholesale trade list.

See our display ad on page 104.

KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

RED RASPBERRIES

Gatineau, Earlired (very early); Latham, Muskoka, Canby, Thames and New Hampshire (mid-season); Durham and September Everbearing, up to 3/16-in., $65.00 per 1000; over 3/16-in., $75.00 per 1000. Bailey Blackberry, $12.00 per 100.

Above sent F.O.B. shipping point.
Pack-out prices on request.

Write for free catalog and wholesale price list describing over 70 varieties of small fruit plants, latest and best in Strawberry plants.

WALTER K. MORSS & SON
Bradford, Mass.

GREAT NORTHERN NEW BLUE SEEDLESS Grape, equal to the Royal seedless in every respect and superior in many respects; highest quality Grape in existence; as large as Concord, but sweeter, heavier bearing, earlier; hardy as a wild grape. 2-yr. plants, 1 for $1.00; 3 for $2.70. Plants that die replaced at half price. We tested out the Concord seedless from the East, but they only grew as big as a pea.

SCHWAB FRUIT FARM & NURSERY
220 N. 5th St., Mankato, Minn.

SCHWAB GOOSEBERRIES, large as Plums. New seedlings (world's largest Gooseberry). Berries often 1½-in. in dia.; highest quality, hardy, very productive, very sweet. 1-yr., heavy, $4.50 per 10; 2-yr., light, $6.00 per 10; bearing size, $7.50 per 10. 5 per cent discount for cash or free baling. Plants that die replaced at half price.

SCHWAB FRUIT FARM & NURSERY
220 N. 5th St., Mankato, Minn.

ROYAL SEEDLESS BLUE GRAPE

Highest quality Grape in existence. Nearly as large as Concord, but much sweeter, hardier and heavier bearing. Just as vigorous and healthy. Ripens with Moore's Early. Plant pat. 1681. 2-yr. No. 1, 3 for $6.00. Plants that die replaced at half price.

SCHWAB FRUIT FARM & NURSERY
220 N. 5th St. Mankato, Minn.

Raspberry plants, Latham and Newburgh, No. 1 and No. 2; Strawberries, one crop: Robinson, Dorsett and Lassen. Everbearing: Gem, Superfection, Streamliner and Ogalalla. Large, healthy, well-rooted plants grown in sandy loam. State inspected. Write for wholesale prices on these and other varieties.

McNeal Berry Nursery, Hamilton, Mont.

BLUEBERRY PLANTS

Bed-grown in the best type of Blueberry soil. Many sizes in both new and standard varieties. Ask for wholesale prices.

See our display ad on page 104.

KRIEGER'S WHOLESALE NURSERY
Bridgman, Mich.

LATHAM RASPBERRY PLANTS

2-yr. bearing-age transplants, No. 1, heavy grade, state inspected, $85.00 per 1000. F.O.B.

BRIDGE VIEW NURSERY
Waterford Works, N. J.

NEW MIDNITE BLACKBERRY

Heavy fruiting. Thrifty canes.
Larger than Eldorado.

No. 1 rooted cuttings ..... $100.00 per 1000
¼-in. and up ..... 135.00 per 1000

SCARFF'S NURSERY, INC.
New Carlisle, O.

PIXWELL GOOSEBERRY

2-yr., No. 1, 25c each.

BERGESON NURSERY, FERTILE, MINN.

BULBS and TUBERS

SELECTED GLADIOLUS BULBS

Ready for shipment.
Priced per 1000; 100 bulbs at 1000 rate.

	J	1	2	3
E. the Queen, lavender	$20	$18	$16	$10
Hopman's Glory, yellow	20	18	16	10
June Bells, pure white	20	18	16	10
Spic and Span, pink	20	18	16	10
Valeria, red	20	18	16	10
Rainbow Mix, assorted	18	16	14	10

Large jumbos in all of the above varieties, $22.00 per 1000.

Colored display cards free with order of $20.00 or more.

Terms: F.O.B. Foley, Ala.; C.O.D. unless credit established. 5 per cent discount, cash with order; additional 5 per cent discount on orders $250.00 up.

HILLSBOROUGH BULB CO.
P. O. Box 530A Foley, Ala.

TUBEROUS BEGONIAS
Double-flowered CAMELLIA type, 8 colors.

	Per 100	Per 1000
1¼ to 1½-in.	$ 6.50	$ 55.00
1½ to 2-in.	10.00	90.00
2 to 2½-in.	15.00	135.00
2½-in. up, mammoth	20.00	175.00

Double-flowered FIMBRIATA (Carnation), 6 colors.

1¼ to 1½-in.	$ 7.50	$ 65.00
1½ to 2-in.	13.50	125.00
2-in. up	16.50	145.00

PENDULA (hanging basket type), 6 colors.

1¼ to 1½-in.	$ 8.00	$ 70.00
1½ to 2-in.	13.50	125.00
2-in. up	17.50	165.00

PICOTEE, bicolor red and white double flowered.

1½ to 2-in.	$13.50	$125.00

MULTIFLORA HYBRIDS, reds, salmons, yellows.
MULTIFLORA MAXIMA (new), 6 colors.

1-in. up	$13.50	$125.00

Minimum order $10.00.

GLOXINIAS
The best leading commercial varieties.

1¼ to 1½-in.	$ 7.50	$ 65.00
1½ to 2-in.	15.00	140.00
2-in.	22.00	200.00
2½-in. up (mammoth)	27.50	250.00

Minimum order $10.00.

FANCY-LEAVED CALADIUMS
Over 100 of the finest new commercial named varieties in regular and lance-leaved type. Send for our colored charts with cultural directions.

No. 3, ¾ to 1-in.	$ 6.00	$ 50.00
No. 2, 1 to 1½-in.	10.00	90.00
No. 1, 1½ to 2½-in.	16.00	150.00
Jumbo, 2½ to 3½-in.	23.00	220.00
Mammoth, 3½-in. up	35.00	325.00

Minimum order $10.00.
Include postage charges when requesting shipments by parcel post.
LOUIS DANK
1170 Broadway New York 1, N. Y.

TUBEROUS BEGONIAS
Belgian-grown.
DOUBLE CAMELLIA TYPE,
in 8 separate colors or mixed.
TOP SIZE, 2-IN. UP.....$15.00 per 100
PENDULA (hanging basket),
in 6 separate colors.
TOP SIZE, 2-IN. UP..... 17.00 per 100
GLOXINIAS, all leading varieties.
JUMBO SIZE, 2½-IN. UP..... 27.00 per 100
Write for our complete wholesale price list.
DE GROOT BULB CO.
12-02 Ellis Ave. Fair Lawn, N. J.

GLOXINIAS
In LEADING varieties.

	Per 100	Per 1000
EXHIBITION size, 2½-in. up	$28.00	$260.00
2 to 2½-in.	23.00	220.00
1½ to 2-in.	16.00	150.00

Minimum order $10.00.
VERONA GARDENS, TED GREVERS
Route 5 Battle Creek, Mich.

Cannas, 2 to 5-eye divisions, grown on sandy, irrigated and fertilized land: Red King Humbert, Yellow King Humbert, City of Portland, pink, $5.00 per 100, $45.00 per 1000. The President, red, $6.00 per 100, $55.00 per 1000. Cash or check with order, please.
Ray's Feed, Seed and Nursery, Box 1305, Levelland, Tex.

Dahlias, exhibition varieties: Orfeo, P. of H. and Bronze I. C.; Jersey Beauty, D-Day, Huge Bronze, Orchid, Red, Gold F. D., 100, $15.00; 1000, $120.00. Rainbow Mix, 100, $12.00; 1000, $100.00. Adams Flower Gardens, New Martinsville, W. Va.

Cannas, northern-grown: The President, Red and Yel. Humbert, Mme. Crozy, Hungaria, R. Wallace. Bulbs, 150, $10.00; 1000, $60.00, f.o.b. Adams Flower Gardens, New Martinsville, W. Va.

CHESTNUTS

CHINESE CHESTNUTS, SELECTED STRAIN
All branched trees.

	Each, 1-9	10-29	30 up
2 to 3, 3-yr.	$0.95	$0.85	$0.75
3 to 4, 3-yr.	1.20	1.10	1.00
4 to 5, 4-yr.	1.45	1.35	1.25

Write for complete catalog.
COMMERCIAL NURSERY CO.
Decherd, Tenn.

CHRYSANTHEMUMS

GARDEN MUMS, BEST VARIETIES
Rooted cuttings or small pot plants, in bud and bloom at retailing time on order. Will exchange for Evergreen liners.
TOTEMEIER'S GREENHOUSES
New London, Ia.

HARDY GARDEN MUMS
Strong rooted cuttings, $6.00 per 100, $55.00 per 1000. Send for list of 150 good varieties.
THON'S PERENNIAL GARDENS
25 W. Golf Rd. Arlington Heights, Ill.
Dept. A Phone HE 7-3184

HARDY CHRYSANTHEMUMS, IN FIELD
Divisions available this spring.
Send for price list of varieties.
W. S. YOE NURSERIES
Madison, O.

Garden Mums, rooted cutting list now ready. Extra discount on early orders. Send for yours today.
Fairview Nursery, Coon Rapids, Ia.

Hardy Mums, rooted cuttings, pot plants. Ask for list of finest new varieties and better older ones. Home Nursery, Cuba, Kan.

CLEMATIS

CLEMATIS VINES
Large flowering, from 4-in. pots.
Blooming size, 1-yr. frame,
85c each.
Gypsy Queen, purple
Lanuginosa candida, white
Ernst Markham, red
Lawsoniana, sky-blue.
Plants shipped bare-root.
Cash with order.
FOUR STAR NURSERY
8215 238th S. W. Edmonds, Wash.

Watch Your Results From
American Nurseryman Classified Ads.

DELPHINIUMS

DELPHINIUMS
ALL VARIETIES, INCLUDING PACIFIC HYBRIDS, IN ALL COLORS AND MIXED. PLANTS GROWN IN OPEN FIELDS, PROPERLY SPACED FOR ROOT AND PLANT DEVELOPMENT, UNDER IRRIGATION. ALL SAND-GROWN. ORDER NOW FOR IMMEDIATE SHIPMENT AS WELL AS SPRING DELIVERY. SEND FOR NEW WHOLESALE PERENNIAL CATALOG COVERING MANY VARIETIES.
RICHARDS GARDENS
Box AN Plainwell, Mich.

2¼-IN. GIANT PACIFIC DELPHINIUMS
Astolat, Galahad, Blue Bird, Summer Skies, Black Knight, King Arthur. Shipped in 2¼-in. Tekpots, ready to plant or retail. 50 plants, $5.50; 100, $10.00; 500, $47.50; 1000, $90.00.
SCHMIDT GREENHOUSES, HARVARD, ILL.

Check Your Stock NOW!
If you have a surplus
sell it through the
American Nurseryman Classified Ads.

DOGWOODS

PINK DOGWOOD
Cornus florida rubra (1-yr.)

	Each	Each per 100
6 to 12 ins.	$0.40	$0.35
12 to 18 ins.	.50	.45
18 to 24 ins.	.60	.55
24 to 30 ins.	.85	.75
2 to 3 ft., 2-yr.	1.25	1.15
3 to 4 ft.	1.50	1.40
4 to 5 ft.	2.50	2.25
5 to 6 ft.	3.50	3.00

WHITE-FLOWERING DOGWOOD
Cornus florida (2-yr.)

4 to 5 ft., br.	$1.25	$1.00
3 to 4 ft., br.	.90	.60
2 to 3 ft., br.	.50	.40
18 to 24 ins., br.	.30	.20
12 to 18 ins., br.	.15	.10

GALE'S DOGWOOD NURSERY
P. O. Box 411 Winchester, Tenn.

SPECIMEN LANDSCAPE MATERIAL
The following available for spring delivery. Root-pruned, well-budded.

Cornus florida	Each, per 100
6 to 8 ft., heavy, 1¼ to 1½-in. cal.	$ 3.00
8 to 10 ft., extra hvy., 1½ to 2-in. cal.	5.00
10 to 12 ft., extra hvy., 2 to 3-in. cal.	10.00
Cornus florida rubra	
6 to 8 ft., heavy, 1¼ to 1½-in. cal.	6.00
8 to 10 ft., extra hvy., 1½ to 2-in. cal.	8.00
10 to 12 ft., extra heavy, 2 to 3-in.	15.00

B&B extra. Inspection invited.
VOYTERSHARK FARM NURSERIES
Cor. of Naugatuck Ave. and W. Rutland Rd.
Phone TR 4-3498 Milford, Conn.

CORNUS FLORIDA RUBRA
(Pink Dogwood)
Northern-grown, sheared tops.

3 to 4 ft., B&B	$ 3.75
4 to 5 ft., B&B	5.00
5 to 6 ft., B&B	6.50
6 to 7 ft., B&B	8.00
7 to 8 ft., B&B	15.00

Pickup at nursery.
BROOKVILLE NURSERIES
Box 53, Northern Blvd., Glen Head, L. I., N.Y.

PINK DOGWOOD
Budded on transplanted seedlings.

	Per 100
1 and 2-yr., 2 to 3 ft., bare-root	$100.00
2-yr., 3 to 4 ft., bare-root	150.00
2-yr., 4 to 5 ft., bare-root	200.00
2-yr., 4 to 5 ft., B&B	250.00

Pickup at nursery.
SURREY RIDGE NURSERIES
79 Timberpoint Dr. Northport, N. Y.

PINK DOGWOOD LINERS

On transplanted stock	Per 100	Per 1000
12 to 18 ins.	$45.00	$375.00
18 to 28 ins.	60.00	500.00

SEIZ DOGWOOD NURSERY
317 Sawmill Lane Horsham, Pa.

EUONYMUS

EUONYMUS LINERS
ROOTED CUTTINGS from open frame.

	Per 100	Per 1000
E. fortunei coloratus	$6.50	$45.00
E. fortunei Sarcoxie	8.00	60.00
E. fortunei minimus	8.00	60.00
E. patens	6.50	45.00
E. patens, small leaf	6.50	45.00

FOX NURSERY, HUMANSVILLE, MO.

EVERGREENS, *Liners*

ORNAMENTAL LINERS

	Per 100	Per 1000
Taxus, Adams		
1-yr., 2¼-in. pots	$18.00	$170.00
2-yr., 2¼-in. pots	24.00	230.00
3-yr., TT	35.00	325.00
Taxus andersoni		
1-yr., 2¼-in. pots	18.00	170.00
2-yr., 2¼-in. pots	24.00	230.00
3-yr., TT	35.00	325.00
4-yr., TT	42.50	400.00
Taxus browni		
1-yr., 2¼-in. pots	18.00	170.00
2-yr., 2¼-in. pots	24.00	230.00
3-yr., TT	35.00	325.00
4-yr., TT	42.50	400.00
Taxus cuspidata		
1-yr., 2¼-in. pots	17.00	160.00
2-yr., 2¼-in. pots	22.00	210.00
3-yr., TT	35.00	325.00
4-yr., TT	42.00	400.00
5-yr., TT	62.50	600.00
Taxus hicksi		
1-yr., 2¼-in. pots	18.00	170.00
2-yr., 2¼-in. pots	23.00	220.00
3-yr., TT	35.00	325.00
4-yr., TT	42.00	400.00
5-yr., TTT	62.50	600.00
Taxus hunnewelliana		
2-yr., 2¼-in. pots	24.00	230.00
Ilex convexa		
3-yr., TT	37.50	350.00
4-yr., TT	45.00	425.00
Ilex hetzi		
3-yr., TT	37.50	350.00
4-yr., TT	45.00	425.00
Ilex rotundifolia		
3-yr., TT	35.00	325.00
4-yr., TT	42.50	400.00
Ilex stokesi, pat. No. 887		
1-yr., 2¼-in. pots	25.00	225.00
2-yr., 2¼-in. pots	27.50	250.00
3-yr., TT	37.50	350.00

EVERGREEN SEEDLINGS

	Per 100	Per 1000
Scotch Pine		
2-yr. seedlings, 2 to 4 ins.	$2.00	$ 7.50
2-yr. seedlings, 4 to 8 ins.	4.00	20.00
3-yr. seedlings, 6 to 12 ins.	4.00	20.00
3-yr. seedlings, 8 to 14 ins.	4.00	20.00
French Scotch Pine		
2-yr. seedlings, 1 to 3 ins.	2.00	7.50
2-yr. seedlings, 3 to 6 ins.	4.00	20.00
Spanish Scotch Pine		
2-yr. seedlings, 1 to 3 ins.	2.00	7.50
2-yr. seedlings, 3 to 6 ins.	4.00	20.00
2-yr. seedlings, 4 to 8 ins.	5.00	25.00
White Pine		
2-yr. seedlings, 1 to 2 ins.	2.00	10.00
2-yr. seedlings, 2 to 5 ins.	3.00	15.00
Mugho Pine		
3-yr. seedlings, 1 to 3 ins.	7.00	35.00
Austrian Pine		
2-yr. seedlings, 1 to 3 ins.	2.00	7.50
2-yr. seedlings, 3 to 5 ins.	3.00	15.00
Douglas Fir		
3-yr. seedlings, 2 to 4 ins.	3.00	15.00
3-yr. seedlings, 4 to 8 ins.	6.00	30.00
Colorado Blue Spruce		
3-yr. seedlings, 2 to 4 ins.	2.50	12.50
3-yr. seedlings, 4 to 8 ins.	5.00	25.00
Norway Spruce		
2-yr. seedlings, 2 to 4 ins.	2.00	10.00
2-yr. seedlings, 4 to 8 ins.	4.00	20.00

We also have transplants in many of these items. Please write for complete list.
TERMS: No charge for packing. 25 per cent with order, balance C.O.D. 250 of a variety at 1000 rate. Special quotations on large orders.
HEASLEY BROS. NURSERY
R. D. 1, Box 218 Greensburg, Pa.
Phone LA 7-5532

PINE, SPRUCE, SEEDLINGS

AND LINERS	100	1000
Scotch Pine, 3-yr., 9 to 14 ins.	$ 6.00	$30.00
(French and Spanish strains)		
Colo. Blue Spruce, 4-yr.,		
6 to 12 ins.	10.00	50.00
Norway Spruce, 3-yr., 6 to 12 ins.	6.00	35.00
Juniperus glauca hetzi, 2-yr.,		
6 to 12 ins.	30.00	....
Spreading Jap. Yew, 4-yr.,		
6 to 12 ins.	40.00	....

Write for complete list.
PAINT CREEK NURSERIES
R. D. 1 Shippenville, Pa.

UNROOTED EVERGREEN CUTTINGS
Pfitzer Juniper Woodward Globe
Savin Juniper Arborvitae
Scopul. Blue Juniper Pyramidal Arborvitae
$14.00 per 1000.
Tamariscifolia Juniper, $16.00 per 1000.
White's Silver King Juniper
(plant patent 1186).
Nice plants, have been trimmed twice.
1-gal. cans, 12 to 15 ins., $1.50.
15 to 18 ins., $1.75.
WHITE'S NURSERY
716 S. 9th Ave. Walla Walla, Wash.

EVERGREENS, *Liners*—Continued

POTTED FIELD LINERS

	Per 100	Per 1000
Taxus capitata		
2-yr. seedlings, 4 to 6 ins.	$ 8.00	$ 75.00
3-yr. seedlings, 8 to 12 ins.	12.00	100.00
T, 10 to 15 ins.	35.00	300.00
Special discount on large quantities.		
Taxus media Adams		
2-yr., 2¼-in. Rose pots, 8 to 12 ins.	$24.00	$220.00
4-yr, TT, field, 12 to 18 ins.	40.00	350.00
Taxus media andersoni		
2-yr., 2¼-in. Rose pots, 8 to 12 ins.	25.00	225.00
3-yr., TT, field, 6 to 12 ins.	35.00	300.00
5-yr., TT, field, 12 to 15 ins.	75.00	650.00
Taxus media browni		
2-yr., 2¼-in. Rose pots, 8 to 12 ins.	25.00	220.00
3-yr., TT, field, 8 to 12 ins.	40.00	350.00
4-yr., TT, field, 12 to 15 ins.	50.00	450.00
Taxus capitata (seedling-grown)		
4-yr., 2¼-in. Rose pots, 8 to 12 ins.	25.00	220.00
4-yr., T, field, 10 to 15 ins.	35.00	300.00
5-yr., TT, field, 12 to 15 ins.	50.00	450.00
Taxus media cliftoni		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr., TT, field, 8 to 12 ins.	40.00	350.00
Taxus cuspidata		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	24.00	220.00
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
4-yr., TT, field, 12 to 15 ins.	45.00	400.00
5-yr., TT, field, 12 to 15 ins.	65.00	500.00
Taxus cuspidata improved		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	25.00	220.00
Taxus cuspidata densiformis		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	27.50	250.00
Taxus media Halloran		
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
Taxus media hatfieldi		
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
Taxus media hatfieldi No. 18		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
4-yr., TT, field, 12 to 15 ins.	50.00	450.00
5-yr., TT, field, 12 to 15 ins.	75.00	650.00
Taxus media hesleyi		
2-yr., 2¼-in. Rose pots, 8 to 12 ins.	27.50	250.00
3-yr., TT, field, 8 to 12 ins.	37.50	350.00
Taxus media hicksi		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
4-yr., TT, field, 12 to 15 ins.	50.00	450.00
5-yr., TT, field, 12 to 18 ins.	75.00	650.00
Taxus intermedia (Sebian strain)		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	27.50	250.00
3-yr., TT, field, 8 to 12 ins.	40.00	350.00
Taxus media Moon's		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	25.00	220.00
Taxus cusp. vermeuleni		
2-yr., 2¼-in. Rose pots, 6 to 12 ins.	25.00	220.00
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
Taxus media wymani		
3-yr., TT, field, 6 to 12 ins.	35.00	300.00
Juniper, Andorra compacta		
2-yr., TT, field, 6 to 12 ins.	30.00	275.00
3-yr., TT, field, 8 to 12 ins.	40.00	.....
Juniperus glauca hetzi		
1-yr., 2¼-in. Rose pots, 4 to 6 ins.	18.00	175.00
2-yr., 2¼-in. Rose pots, 6 to 8 ins.	25.00	220.00
2-yr., TT, field, 6 to 12 ins.	30.00	275.00
3-yr., TT, cut backs, 8 to 12 ins.	35.00	300.00
4-yr., TT, cut backs, 12 to 15 ins.	50.00	450.00
Juniperus chinensis nelsoni		
2-yr., TT, field, 6 to 8 ins.	28.00	250.00
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
4-yr., TT, field, cut backs, 12 to 15 ins.	50.00	450.00
Juniperus chinensis pfitzeriana		
1-yr., 2¼-in. Rose pots, 4 to 6 ins.	20.00	180.00
3-yr., TT, field, 12 to 15 ins.	35.00	300.00
4-yr., TT, field, cut backs, 12 to 18 ins.	45.00	400.00
5-yr., TT, field, cut backs, 12 to 18 ins.	65.00	500.00
Thuja occ., American		
4-yr., TT, field, cut backs, 24 to 30 ins.	75.00	650.00
Thuja occ. elegantissima		
3-yr., TT, field, 12 to 15 ins.	35.00	300.00
Thuja occ. Hetz's Wintergreen		
3-yr., TT, field, 12 to 15 ins.	35.00	300.00
4-yr., TT, field, cut backs, 18 to 24 ins.	50.00	450.00
Thuja occ. pyramidalis		
3-yr., TT, field, 12 to 15 ins.	35.00	300.00
Thuja occ. woodwardi		
1-yr., 2¼-in. Rose pots, 4 to 6 ins.	20.00	175.00
3-yr., TT, field, 8 to 12 ins.	35.00	300.00
4-yr., TT, field, 12 to 15 ins.	45.00	400.00
Ilex crenata hetzi		
3-yr., TT, field, 6 to 12 ins.	35.00	300.00
4-yr., TT, field, 10 to 15 ins.	40.00	350.00
Ilex crenata rotundifolia		
4-yr., TT, field, 8 to 12 ins.	35.00	300.00
5-yr., TT, field, 12 to 15 ins.	45.00	400.00

(Continued in next column)

(Continued from previous column)

5-yr., TT, field, 18 to 24 ins.	75.00	650.00
Ilex crenata stokesi, pat. 887		
4-yr., TT, field, 4 to 6 ins.	40.00	350.00
5-yr., TT, field, 6 to 12 ins.	50.00	450.00

The above a partial list of liners, complete catalog on request.

HEASLEY'S NURSERIES
247 Freeport Rd. Butler, Pa.

EVERGREEN LINERS

	Per 100	Per 1000
GLOBE ARBORVITAE, woodwardi, dark green, 1-yr. transplants, 4 to 6 ins.	$30.00	$250.00
Hovey's, green; 1-yr. transplants, 4 to 6 ins.	25.00	200.00
2-yr. trans., 6 to 8 ins.	40.00	300.00
PYRAMIDAL ARBORVITAE, compacta, green, 1-yr. transplants, 5 to 7 ins.	35.00	300.00
JUNIPER, Blue Pfitzer, (chinensis hetzi), 1-yr. transplants, 5 to 7 ins.	25.00	200.00
JUNIPER, Irish, 1-yr. transplants, 4 to 6 ins.	30.00	250.00
JUNIPER, Andorra, 1-yr. transplants, 4 to 6 ins.	30.00	250.00
JAP. YEW, grown from seed, Taxus cuspidata capitata, upright, pyramidal, 4-yr. transp. (2-2), 6 to 12 ins.	30.00	200.00
JAP. YEW, transplanted rooted cuttings, Taxus cuspidata, spreading,		
1-yr. transp., 5 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
Taxus hicksi, upright,		
1-yr. transp., 5 to 7 ins.	25.00	175.00
2-yr. transp., 8 to 10 ins.	40.00	300.00
Taxus browni, upright,		
1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	40.00	300.00
Taxus hunnewelliana, semi-upright,		
1-yr. transp., 4 to 6 ins.	25.00	.....
Taxus intermedia, spreading,		
1-yr. transp., 4 to 6 ins.	25.00	175.00
2-yr. transp., 6 to 8 ins.	35.00	250.00
JAPANESE HOLLY (Ilex), rotundifolia, transplants, 6 to 10 ins.	35.00	300.00
convexa, transplants, 6 to 10 ins.	35.00	300.00
crenata hetzi, transplants, 6 to 10 ins.	35.00	300.00
AMERICAN HOLLY, FEMALE, 10 per cent male, 1-yr. transplants, 8 to 12 ins.	50.00	400.00
DELIA BRADLEY, 1-yr. transp., 8 to 12 ins.	50.00	400.00

MUSSER FORESTS, INC.
Box 16MC Indiana, Pa.

SPRING 1961 ROOTED CUTTINGS

	100	1000
Arborvitae, pyramidal, 6 to 10 ins.	$0.10	$0.09
Arborvitae woodwardi, 6 to 8 ins.	.10	.09
Juniper, Andorra, 6 to 8 ins.	.11	.10
Juniper, Hetz, 6 to 8 ins.	.10	.09
Juniper, Pfitzer, 6 to 8 ins.	.10	.09
Taxus hicksi, 6 to 10 ins.	.09	.08
Taxus cuspidata, 6 to 10 ins.	.09	.08
Taxus hatfieldi, 6 to 10 ins.	.11	.10
Taxus browni	.10	.09
Taxus capitata (leaders), 6 to 8 ins.	.14	.12
1-YR. TRANSPLANTS		
Taxus densiformis	.18	.15
Taxus capitata	.18	.15
Taxus cuspidata	.15	.12
Taxus hicksi	.15	.12
Taxus browni	.18	.15
Juniper, Pfitzer (potted)	.20	.18
2-YR. TRANSPLANTS		
Taxus cuspidata	.20	.17
Taxus hicksi	.20	.17
Taxus browni	.23	.20
Taxus hatfieldi	.23	.20
3-YR. TRANSPLANTS		
Taxus cuspidata	.30	.27
Taxus hicksi	.30	.27
Taxus browni	.33	.30
Colorado Spruce (seedlings)	.12	.08
4-YR. TRANSPLANTS		
Taxus cuspidata	.40	.35
Taxus hatfieldi	.40	.35
Taxus browni	.40	.35

50 of a variety at 100 rate.
300 of a variety at 1000 rate.

JUNIPER GRAFTS

	Per 10 rate	Per 100 rate
Canaerti, burki, keteleeri	$0.55	$0.50
Dundee, Hillspire	.55	.50

SPRUCE GRAFTS

Koster, Moerheim, Swartz, $1.25 each.
5 per cent discount, cash with order.

DRAKE'S NURSERIES
G-4342 Branch Rd. Flint 6, Mich.

TAXUS LINERS

4-yr. transplants, from cuttings, already root pruned and cut back to the following sizes for spring planting.

	Each	100	1000
Taxus cuspidata, 12 to 18 ins.	$0.55	$0.45	
Taxus cusp. capitata, 12 to 18 ins.	.60	.50	

BULK'S NURSERIES, INC.
610 W. Montauk Highway, Babylon, N. Y.

Junipers, strong rooted cuttings of many varieties, rooted in soil since spring 1960.
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

QUALITY EVERGREENS

	Per 100	Per 1000
Douglas Fir, Colorado Blue strain		
2-yr. seedlings, 3 to 7 ins.	$4.00	$25.00
3-yr. seedlings, 8 to 14 ins.	7.00	45.00
Colorado Blue Spruce		
2-yr. seedlings, 4 to 6 ins.	4.00	25.00
3-yr. seedlings, 5 to 10 ins.	6.00	40.00
4-yr. transplants, 5 to 10 ins.	11.00	75.00
Norway Spruce		
2-yr. seedlings, 4 to 8 ins.	4.00	25.00
3-yr. seedlings, 7 to 14 ins.	5.00	35.00
3-yr. seedlings, 10 to 18 ins.	7.00	45.00
4-yr. transplants, 8 to 14 ins.	9.00	60.00
Canadian Hemlock		
6-yr., TT, field, 10 to 15 ins.	50.00	....
Taxus cuspidata		
1-yr., potted	16.00	....
Rooted cuttings, heavy Arborvitae, cuspidata, globe	12.00	90.00
European White Birch		
3 to 4 ft., heavy. Each	1.50	....
American Arborvitae		
7-yr., TT, field, potting grade, 24 to 30 ins.	60.00	....
Scotch Pine, Austrian Hill, Denmark, domestic strains		
2-yr. seedlings, 4 to 6 ins.	3.00	18.00
3-yr. seedlings, 10 to 16 ins.	4.00	28.00
Scotch Pine, special Blue-Green strain		
3-yr. seedlings, 8 to 12 ins.	5.00	32.50
Austrian Pine, Lower Alpine strain		
3-yr. seedlings, 8 to 12 ins.	4.00	28.00
4-yr. seedlings, 12 to 18 ins.	5.00	32.50
White Pine		
3-yr. seedlings, 6 to 10 ins.	4.00	28.00
4-yr. transplants, 6 to 12 ins.	8.00	60.00
American Red Pine		
3-yr. seedlings, 6 to 10 ins.	4.00	28.00
5-yr. transplants, 10 to 20 ins.	15.00	....
Myrtle, ground cover Clumps, 10 to 20 leaders	8.00	50.00

Write for complete list.

FLICKINGERS' NURSERY
Box 33 Sagamore, Pa.

EVERGREEN PLANTING STOCK

	Per 100	Per 1000
Scotch Pine, French strain, blue-green, straight stem		
Scotch Pine, Spanish strain, excellent dark, rich green, straight stem.		
2-yr. sdlgs. (2-0), 2 to 4 ins.	$2.00	$10.00
2-yr. sdlgs. (2-0), 4 to 8 ins.	5.00	25.00
3-yr. sdlgs. (3-0), 10 to 16 ins.	6.00	28.50
White Pine		
2-yr. sdlgs. (2-0), 4 to 8 ins.	5.00	25.00
3-yr. sdlgs. (3-0), 6 to 10 ins.	6.00	30.00
American Red Pine		
2-yr. sdlgs. (2-0), 2 to 4 ins.	3.00	15.00
3-yr. sdlgs. (3-0), 8 to 12 ins.	6.00	30.00
Austrian Pine		
2-yr. sdlgs. (2-0), 4 to 6 ins.	4.00	20.00
3-yr. sdlgs. (3-0), 8 to 12 ins.	5.00	25.00
Douglas Fir, blue		
2-yr. sdlgs. (2-0), 5 to 10 ins.	8.00	30.00
3-yr. sdlgs. (3-0), 10 to 16 ins.	10.00	40.00
Colorado Blue Spruce		
2-yr. sdlgs. (2-0), 4 to 8 ins.	5.00	25.00
3-yr. sdlgs. (3-0), 8 to 12 ins.	9.00	45.00
5-yr. transp. (3-2), 6 to 10 ins.	14.00	75.00
White Spruce		
2-yr. sdlgs. (2-0), 5 to 10 ins.	6.00	30.00
3-yr. sdlgs. (3-0), 12 to 18 ins.	8.00	40.00
5-yr. transp., (3-2), 12 to 18.	10.00	70.00
Norway Spruce		
4-yr. sdlgs. (4-0), 15 to 24 ins.	8.00	40.00

Send for complete list.

CLAIR JOHNSTON & SON NURSERIES
Box 148 Creekside, Pa.

EVERGREEN SEEDLINGS

	100	1000
Scotch Pine (Spanish or French)		
2-yr. (2-0), 4 to 7 ins.	$ 4.00	$ 20.00
3-yr. (3-0), 6 to 12 ins.	5.00	25.00
Austrian Pine		
3-yr., 6 to 12 ins.	5.00	25.00
Colorado Blue Spruce		
3-yr. (3-0), 5 to 9 ins.	5.00	30.00
4-yr. (2-2), 8 to 10 ins.	10.00	75.00
Norway Spruce		
2-yr. (2-0), 3 to 6 ins.	4.00	20.00
3-yr. (3-0), 8 to 12 ins.	5.00	30.00
White Spruce		
3-yr. (3-0), 8 to 12 ins.	5.00	30.00
Black Hills Spruce		
3-yr. (3-0), 5 to 9 ins.	5.00	30.00
Engelmann Spruce		
3-yr. (3-0), 5 to 9 ins.	5.00	30.00
Canadian Hemlock (nursery-grown seedlings)		
2-yr. (2-0), 3 to 5 ins.	5.00	30.00
4-yr. (2-2), 6 to 12 ins.	10.00	80.00
Japanese Holly		
1-yr. (1-0), 6 ins.	17.00	150.00
3-yr. (1-2), 10 ins.	50.00	350.00
Japanese Yew (cuspidata)		
1-yr. (1-0), 8 ins.	17.00	150.00
4-yr. (2-2), 12 ins.	45.00	350.00
Hicks Yew		
1-yr. (1-0), 8 ins.	17.00	150.00
4-yr. (2-2), 12 ins.	45.00	350.00

BURKETT'S EVERGREEN NURSERY
R. D. 2 Indiana, Pa.
Phone HO 3-0363

CHRISTMAS TREE GROWERS!
We offer you excellent stock of Scotch Pine, non-yellowing. Low priced, generous count. French Blue-green, 4 to 8 ins. Austrian Green, 5 to 10 ins. Seedlings only, $12.00 per 1000.
ST. REGIS TREE NURSERY
St. Regis Falls, N. Y.

EVERGREENS, LINERS

	Per 100	Per 1000
Eastern Red Cedar,		
6 to 12-in. seedlings	$10.00	$35.00
Ponderosa Pine,		
2 to 4-in. seedlings	....	18.00
Jack Pine, 4 to 8-in. seedl.	3.50	12.50
10 to 18-in. seedlings	8.00	22.50
Norway Spruce,		
6 to 10-in. seedlings	5.00	25.00
6 to 12-in. transplants	12.50	50.00
8 to 12-in. seedlings	12.50	40.00
Colorado Blue Spruce,		
2 to 4-in. seedlings	5.00	20.00
3 to 6-in. seedlings	6.00	25.00
Douglas Fir,		
2 to 4-in. seedlings	5.00	20.00
3 to 6-in. seedlings	6.00	25.00
White Pine, 2 to 4-in. seedl.	3.75	15.00
3 to 6-in. seedlings	4.50	20.00
3 to 6-in. transplants	6.50	25.00
Austrian Pine, 6 to 10-in. seedl.	6.00	20.00
4 to 8-in. seedlings	5.00	18.00
Scotch Pines, several varieties available		
8 to 14-in. seedlings	8.00	25.00
6 to 10-in. seedlings	6.00	20.00
3 to 6-in. seedlings	4.00	15.00

All 100 rate quotations shipped postpaid.
50 at 100 rate; 500 at 1000 rate.
TERMS: Cash with order, please, or 25 per cent deposit, baance on shipment.
VANS PINES, INC.
West Olive, Mich.

EVERGREEN SEEDLINGS

	100	1000
Douglas Fir, 4 to 6 ins.	$ 5.00	$25.00
6 to 10 ins.	7.00	30.00
10 to 16 ins.	9.00	....
Concolor Fir, 4 to 8 ins.	6.50	....
6 to 12 ins.	9.00	....
American Arborvitae, 3 to 6 ins.	5.00	22.50
5 to 10 ins.	6.00	27.50
6 to 12 ins.	7.00	30.00
10 to 15 ins.	8.00	40.00
Colorado Blue Spruce, 3 to 5 ins.	5.00	25.00
6 to 12 ins.	8.00	40.00
10 to 15 ins.	10.00	50.00
Black Hills Spruce, 3 to 6 ins.	5.00	25.00
6 to 12 ins.	8.00	40.00
10 to 16 ins.	10.00	50.00
Scotch Pine, non-yellowing,		
5 to 10 ins.	7.00	35.00
3 to 6 ins.	5.00	25.00
Dwarf Mugho Pine, 3 to 6 ins.	7.00	....

Dwarf Swiss Stone Pine, 12-yr., 12 to 20 ins., $5.00 each, express collect. Remittance with order. Plants at 100 rate sent prepaid up to zone 5. 500 plants at 1000 rate, express collect. Packing free.

Burlap bags, approximately 50x70 ins. when opened, 15c each. F.O.B. 25 to a bundle.

NEUNER'S EVERGREEN NURSERY
368 Eicher Rd. Pittsburgh 2, Pa.

2-YR. POTTED, 2½-IN. POTS

	Each, 100	1000
Juniper, Armstrong	$0.27½	$0.25
Juniper, Pfitzer	.25	.22½
Juniper, Blue Pfitzer	.27½	.25
Arb., Berckmans' Biota	.22½	.20
Taxus andersoni	.25	.22½
Taxus Adams columnaris	.27½	.25
Taxus cuspidata	.25	.22½
Taxus hicksi	.25	.22½
Taxus media No. 8	.27½	.25
Taxus berryhilli intermedia	.27½	.25

ROOTED CUTTINGS
In lath house, ready now.

Juniper, Armstrong	.13	.12
Juniper, Pfitzer	.12	.11
Juniper, Blue Pfitzer	.13	.12
Taxus andersoni	.11	.10
Taxus Adams columnaris	.12	.11
Taxus berryhilli intermedia	.12	.11
Taxus cuspidata	.11	.10
Taxus hicksi	.11	.10
Taxus media	.11	.10

VOGE NURSERY
New Lebanon, O.

3-YR. BEDDED, POTTED

	Each, 100	1000
Andorra Juniper, 8 to 10 ins., T.	$0.50	$0.40
10 to 15 ins., T.	.60	.50
Pfitzer Juniper, 8 to 10 ins., T.	.50	.40
10 to 15 ins., T.	.60	.50
Pfitzer comp. Juniper,		
8 to 10 ins., T.	.50	.40
10 to 15 ins., T.	.60	.50
Taxus hicksi, 6 to 10 ins., T.	.45	.40
Thuja globosa, 12 to 15 ins., T.	.50	.45
Thuja pyramidalis,		
18 to 24 ins., T.	.60	.50
Thuja wareana (Siberian),		
12 to 15 ins., T.	.50	.45

2-YR. POTTED, 2½-IN. POTS

Juniper, Pfitzer	.27½	.25
Juniper, Pfitzer compacta	.27½	.25
Taxus, Adams columnaris	.30	.27½
Taxus browni	.30	.27½
Taxus hatfieldi	.30	.27½
Taxus intermedia	.30	.27½
Thuja woodwardi	.25	.22½

THE HOLLANDIA GARDENS
South Vienna, O.

TAXUS, 2-YR. BEDDED

Varieties, densiformis, Hicks, Brown, Ward Sebian intermedia, cusp. nana femina, Anderson, $26.00 per 100.

JUNIPERS, 2¼-IN. POTS

Pfitzeriana nana, pfitzeriana compacta and Hetz $25.00 per 100.

3000 VIBURNUM LANTANA

2-yr., 10 to 15 ins., $12.00 per 100, $90.00 per 1000.

JOHN BOS NURSERY, CLYDE, O.

EVERGREENS

ROOTED CUTTINGS	Each, 100	1000
Arborvitae, American, dark green, 6 to 8 ins.	$0.10	$0.09
Arborvitae, pyramidal, 6 to 8 ins.	.11	.10
Arborvitae, globe, 4 to 8 ins.	.10	.09
Juniper, Hetz, 6 to 8 ins.	.10	.09
Juniper, Pfitzer, 6 to 8 ins.	.10	.09
Juniper, Savin, 6 to 8 ins.	.10	.09
Juniper, Von Ehron, 6 to 8 ins.	.10	.09
Juniper, Andorra, 6 to 8 ins.	.10	.09
Taxus cuspidata, 6 to 8 ins.	.09	.08
Taxus hunnewelliana, 6 to 8 ins.	.10	.09
Taxus hicksi, 6 to 8 ins.	.10	.09
Taxus capitata (leaders), 6 to 8 ins.	.13	.12

2 AND 3-YR. TRANSPLANTS

Juniper, Savin	$0.22	$0.20
Taxus cuspidata	.22	.20
Taxus hicksi	.22	.20

250 per variety at 1000 rate. Spring delivery.

5 per cent discount, cash with order.
DE WINTER'S NURSERY
653 Port Sheldon Rd. Grandville, Mich.

SEEDLINGS AND TRANSPLANTS

	Per 100	Per 1000
Scotch Pine, 8 to 16 ins.	$ 4.50	$22.50
Gray Douglas Fir, 6 to 10 ins.	5.00	27.50
Blue Douglas Fir, 6 to 10 ins.	5.00	27.50
Norway Spruce, 5 to 10 ins.	5.00	27.50
Red Pine, 6 to 9 ins.	4.75	25.00
Colo. Blue Spruce, 4 to 6 ins.	4.00	20.00
Eastern Red Cedar, 8 to 16 ins.	7.00	35.00
Eastern Red Cedar, 6 to 10 ins.	6.00	30.00
Amer. Arborvitae, 5 to 10 ins.	4.75	25.00
Austrian Pine, 8 to 16 ins.	4.50	22.50

TRANSPLANTS

Norway Spruce (2-2), 6 to 12 ins.	10.00	50.00
Colorado Blue Spruce (2-2), 5 to 9 ins.	10.00	50.00
Japanese Black Pine (2-2), 8 to 16 ins.	12.00	....

Packing free for cash with order or 25 per cent down, balance C.O.D.
DUNEGAN NURSERY
Clymer, Pa.

FIELD-GROWN TRANSPLANTED STOCK

	Each
Chamaecyparis lawsoniana allumi, 12 to 15 ins., 3-yr., T.	$0.45
Globe Arborvitae (Woodward), 4 to 6 ins., 1-yr., T.	.20
Juniper, Andorra, 4 to 6 ins., 1-yr., T.	.15
Taxus capitata, 4 to 6 ins., 3-yr., T.	.15
Taxus cuspidata, 4 to 6 ins., 2-yr., T.	.15
Taxus media hicksi, 4 to 6 ins., 2-yr., T.	.15
Taxus media browni, 4 to 6 ins., 2-yr., T.	.15
Blue Spruce (Colorado), 8 to 10 ins., 5-yr., T.	.35
White Spruce, 10 to 12 ins., 5-yr., T.	.20

Terms: Cash, or C.O.D. Packing at cost. Minimum order 10 plants of a variety. F.O.B. Harmony, Pa.

Shipments made by Railway Express or parcel post.

VULAKOVIC'S NURSERY
R. D. 1 Harmony, Pa.

2-YR. HEAVY LINERS, OPEN BEDDED

	Each
Taxus cuspidata	$0.20
Taxus densiformis	.20
Taxus hatfieldi	.20
Taxus mooni	.20

1-YR. LINERS, OPEN BEDDED

Taxus cuspidata	.15
Taxus densiformis	.15
Taxus hatfieldi	.15
Taxus cuspidata capitata, tip cuttings	.15

Rooted cuttings, out of sand.
Ready June 1, 1961.

Taxus cuspidata	.08
Taxus hatfieldi	.08
Taxus mooni	.08
Taxus cuspidata capitata, tip cuttings	.08

Minimum order 250.
LAURIENTE NURSERIES, INC.
464 Main St. Agawam, Mass.

7-IN. ROOTED CUTTINGS

Ready spring 1961	Each, 100	1000
12,000 Taxus hicksi	$0.10	$0.09
3,100 Taxus media hicksi	.10	.09
4,800 Taxus cuspidata	.10	.09
2,900 Taxus brevifolia	.12	.11
5,300 Taxus, Moon's	.12	.11
3,700 Taxus hatfieldi spr.	.11	.10
8,100 Taxus henryi	.11	.10

3 TO 7-IN. ROOTED CUTTINGS

5,700 Ilex bullata	.11	.10
2,500 Ilex rotundifolia	.13	.12

Complete list including 50,000 1-yr. transplants on request.

All orders shipped prepaid.

Free boxing and packing. 20 per cent payment with order, balance before shipment.
TWIN J. FARMS, INC. NURSERY
Box 171, R. R. 1
Perkasie, Pa.

BUXUS SEMPERVIRENS, FIELD-GROWN

5 yrs. old, 8 to 12 ins., 50c each, $45.00 per 100, $400.00 per 1000.

BUXUS SUFFRUTICOSA LINERS

1-yr.	$7.00 per 100
2-yr.	12.00 per 100
3-yr.	15.00 per 100

NANDINA SEEDLINGS

6 to 8 ins.	$5.00 per 100
12 to 15 ins.	10.00 per 100
2 to 3 ft.	15.00 per 100

All plants postage or express collect.
PINKSTON NURSERIES, PARROTT, GA.

JUNIPER GRAFTS

Varieties: Canaerti, burki, glauca, Dundee, keteleeri, cupressifolia, ch. columnaris, blue; Pfitzer and Hetz. All on virginiana understock.

Price: 45c each, no matter how many are bought.

Terms: One-fourth cash with order and balance before shipping date, plus boxing and packing at cost. All cash with order earns boxing and packing free.

WHEN BETTER GRAFTS ARE MADE,
CRUME WILL MAKE THEM.
T. C. CRUME NURSERY
& LANDSCAPING CO.
U. S. 42 Florence, Ky.
Phone ATlantic 3-2361

ROOTED CUTTINGS AND TRANSPLANTS

Strong, true to type, rooted cuttings of the following:

Taxus varieties: Browni, kelseyi, hicksi, femina, wardi, Hill's dwarf pyramidal, dwarf erecta and cuspidata.

Hill's pyramidal and boothi Arborvitae.

These are large cuttings, hormone treated and radiant heat grown, producing an abundance of strong roots.

$10.00 per 100, $90.00 per 1000.

Write for prices of 2 and 3-yr. transplants of the above varieties.

Free packing for cash with order.
ARTLEY'S NURSERY
339 Cherry St. Montoursville, Pa.

TSUGA CANADENSIS (Canada Hemlock)

Collected seedlings.

	Per 100	Per 1000
6 to 9 ins.	$5.00	$30.00
9 to 12 ins.	8.00	70.00

Nursery-grown transplants.

	Each, 100	1000
8 to 12 ins., 2-3	$0.25	$0.24
12 to 18 ins., 2-3	.50	.40
18 to 24 ins., 2-3	.70	.60

Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.

ISSAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

MIAMI NURSERY PRICE LIST
2-YR. POTTED STOCK

The finest: Taxus, Arborvitae, Junipers and broad-leaved liners and rooted cuttings.

2-yr., pot-grown stock, 7 to 9 ins., sheared, 20c to 26c each, per 1000 rate.

1-yr.-old, heavy rooted cuttings, 8c to 10c, per 1000 rate.

NOTE: Write for price list with full line of potted stock and rooted cuttings. "GET ACQUAINTED" OFFER on 250 2-yr. pot plants or 250 rooted cuttings. Special prices on large quantities. Samples free on request.

Call collect TIPP CITY, NO 7-6398.
MIAMI NURSERY CO., TIPP CITY, O.

LINING-OUT EVERGREENS

SEE OUR DISPLAY AD
IN THIS ISSUE
ON PAGES 30-31.

CARTWRIGHT NURSERY CO.
Collierville, Tenn.

Scotch Pine seedlings, French Green, German, Scotch Highland.	100	1000
2-yr., 2 to 4 ins.	$3.00	$ 6.00
2-yr., 3 to 7 ins.	4.00	8.00
3-yr., 6 to 14 ins.	5.00	12.00
Colorado Blue Spruce, 3 to 7 ins.	6.00	20.00
White Spruce, 3 to 7 ins.	6.00	20.00
Norway Spruce, 3 to 7 ins.	6.00	20.00

Cash, or 25 per cent down and balance before shipment. F.O.B.

West Olive Nursery & Evergreens, R. 1, West Olive, Mich.

TAXUS CUSPIDATA (YEW).

Heavy rooted cuttings.
2-yr., pruned back, $8.00 per 100.
3-yr. transplants, $18.00 per 100.
4-yr. transplants, $27.00 per 100.

JUNIPERUS HETZI.

Heavy plants ready for the field.
2-yr., pruned back, $20.00 per 100.

ANDORRA JUNIPER, 1-yr., rooted cuttings, 4 to 6 ins., $8.00 per 100.

CLYDE E. JOHNSON'S NURSERY
2106 Coburn Ave. Ashland, Ky.

SEEDLINGS AND TRANSPLANTS

	100	1000
Scotch Pine (French or Spanish)		
3-yr., 10 to 14 ins.	$3.50	$20.00
Colorado Blue Spruce		
3-3 transplants, 8 to 14 ins.	8.00	60.00
4-yr. seedlings, 8 to 12 ins.	5.00	35.00
3-yr. seedlings, 4 to 8 ins.	3.50	25.00
Mariana Black Spruce		
4-yr. seedlings, 10 to 16 ins.	4.00	30.00
Balsam Fir		
4-yr. seedlings, 6 to 10 ins.	4.00	30.00

BERKEY'S NURSERY, Spartansburg, Pa.

CHRISTMAS TREE GROWERS!

You can ill afford to plant
any other Pine strains.
French Blue, 4 to 8 ins.
Austrian Green, 5 to 10 ins.
Both are non-yellowing.
Our price is ONLY $12.00 per 1000.
Order early.
ST. REGIS TREE NURSERY
St. Regis Falls, N. Y.

EVERGREENS, Liners—*Continued*

BERCKMANS' GOLDEN ARBORVITAE
OUR SPECIALTY
Sturdy liners, dirt-grown in full sun.

	Each, 100	1000
4 to 6 ins.	$0.08	$0.07½
6 to 8 ins.	.11	.10
8 to 10 ins., transplanted	.17	.15
10 to 12 ins., transplanted	.22	.20

THE BUSH RANCH
140 Woodland Dr. Thomasville, Ga.
James W. Lawson, Mgr. Phone CA 6-4245

WELL-ROOTED CUTTINGS
Grown under lights.
Taxus, Junipers and Arborvitae.
Price range, 7c to 10c each.
Also 1, 2, 3 and 4-yr. transplants.
Write for price list.
NEIDEL'S NURSERY
216 Park Ave., Oil City, Pa.

OVERSTOCK SALE

	100	1000	10,000 lots
Scotch Pine			
4-yr., 8 to 14 ft.	$2.00	$10.00	$ 9.00
3-yr., 6 to 12 ft.	2.50	12.00	10.00
Blue Spruce seedlings			
4-yr., 3 to 6 ft.	5.00	25.00	....
4-yr., 2T, 4 to 8 ft.	8.00	45.00	....
Austrian Pine seedlings			
2-yr., 3 to 6 ft.	2.00	12.00	10.00

VERNON DALE NURSERY
R. D. 4 Meadville, Pa.

ROOTED CUTTINGS
Rooted in open beds in summer of 1960.

Ilex hetzi	5c
Ilex microphylla	5c
Ilex burfordi	5c
Ilex bullata	5c
Ligustrum lucidum	4c

Write for complete list of liners and finished Evergreens.
STRAIN & SONS NURSERY
Highway 31 South Athens, Ala.

SCOTCH PINE SEEDLINGS

	Per 100	Per 1000
2-yr. sdlgs. (2-0), 2 to 4 ins.	$3.00	$12.00
2-yr. sdlgs. (2-0), 4 to 8 ins.	4.00	20.00
3-yr. sdlgs. (3-0), 8 to 12 ins.	5.00	25.00
3-yr. sdlgs. (3-0), 8 to 14 ins.	7.00	32.00
Select heavy grade		
4-yr. sdlgs. (4-0), 10 to 16 ins.	6.00	28.00

PENN STATE FOREST NURSERIES
Box 9 Reynoldsville, Pa.

HEAVY, SHEARED, FIELD-GROWN

Juniperus glauca hetzi, 2-yr., T. root-pruned, 10 to 15 ins.	Per 100 $30.00
Ilex crenata hetzi, 2-yr., TT, root-pruned, 6 to 9 ins.	30.00

Root-pruned August, 1960.
COOPER RIDGE NURSERIES
131 E. Pleasant Dr. Hamburg, N. Y.

FIELD-GROWN LINING-OUT STOCK
Strong liners that will please you.

	Each, 100	1000
Hemlock, TT, 8 to 10 ins.	25c	22½c
Hemlock, TT, 10 to 12 ins.	35c	32½c

The 100 rate applies beyond the beetle zone.
TWIN CEDAR NURSERY
Williamsburg, Mass.

DOUGLAS FIR SEEDLINGS
Blue Douglas Fir, 3-yr., sturdy, branched seedlings.
6 to 8 ins., $15.00 per 1000.
Cash with order. Packing free.
All priced F.O.B. Angola, N. Y.
ARTHUR CASH NURSERY
Angola, N. Y.

KOSTER BLUE SPRUCE
1-yr. grafts, $1.50.
Immediate delivery.
Cash with order.
FOUR STAR NURSERY
8215 238 St., S. W. Edmonds, Wash.

SPRUCE, SEEDLINGS AND LINERS
White Spruce, 3-yr., 4 to 10 ins., $25.00 per 1000; 4-yr. (2-2), 6 to 12 ins., $40.00. Colorado Blue Spruce, 4-yr. (2-2), 4 to 8 ins., $40.00. No packing charge. Cash.
DECKER EVERGREEN NURSERY
R.D. 1 Cadillac, Mich.

STRONG GRAFTS, READY IN MAY.
Picea glauca hoopsi, $125.00 per 100.
Picea glauca kosteriana, $100.00 per 100.
FRANKE'S NURSERIES.
Waterford Works, N. J.

SEEDLINGS AND TRANSPLANTS
See our display ad on page 100 of this issue.
W. S. YOE NURSERIES
Lake St. Madison, O.

DOUGLAS FIR	100	1000
60,000 (3-0)	$10.00	$40.00

THE FLOWER BASKET
Saugatuck, Mich.

EVERGREENS, B&B

B&B EVERGREENS

Biota aurea nana, 15 to 18 ins.	$1.00
Biota aurea nana, 21 to 24 ins.	1.70
Euonymus japonicus, 15 to 18 ins.	1.00
Juniperus hetzi, 15 to 18 ins.	1.35
Juniperus hibernica, 24 to 30 ins.	1.35
Juniperus stricta, 15 to 18 ins.	1.00
Juniperus stricta, 30 to 36 ins.	2.00
Thuja pyramidalis, 24 to 30 ins.	1.70
Pink-flowering Almond, 18 to 24 ins.	1.00
Dbl. red-flowering Peach, 4 to 5 ft.	2.00
Silver Maple (1½-in. cal.), 6 to 8 ft.	1.50
Forsythias (heavy br.), 4 to 5 ft.	1.00
Calif. Privet (1-yr.), 18 to 21 ins. (bdl.), 25 for	1.00

(Root-wrapped with soil.)
All stock B&B at above prices.
F.O.B. Sewell, N. J.
Write for complete listing.
OAKVIEW NURSERY, INC.
Phone Canal 7-2450 Sewell, N. J.

SHEARED STOCK, GOOD BALL

Biota aurea nana, 18 to 21 ins.	$1.35
Biota excelsa, 24 to 30 ins.	1.35
Juniperus depressa, 15 to 18 ins.	1.00
Juniperus glauca hetzi, 12 to 15 ins.	1.00
Juniperus hibernica, 24 to 30 ins.	1.35
Juniperus excelsa stricta, 18 to 24 ins.	1.35
Retinispora alumi, 15 to 18 ins.	1.00
Thuja occ. globosa, 10 to 12 ins.	.80
Thuja occ. pyramidalis, 24 to 30 ins.	1.70
Flowering Almond, 18 to 24 ins.	1.00
Forsythia spectabilis, 4 to 5 ins.	1.00
Flowering Hopa Crab, 5 to 6 ins.	2.50
Silver Maple, 10 to 12 ins.	2.50

Write for complete wholesale list.
SO. JERSEY COLONIAL NURSERIES, INC.
R. D. 1 Phone YE 5-2356 Salem, N. J.

CONIFERS

	Each, 100	1000
Larix decidua		
4-yr., tr. (2-2) 2 to 3 ft.	$0.35	$0.30
1½ to 2 ft.	.25	.20
Chamaecyparis lawsoniana		
4-yr., tr. (2-2), 10 to 15 ins.	.15	.13
Tsuga caroliniana		
2-yr., s (2-0), 3 to 6 ins.	.12	.10
Taxus capitata		
2-yr., s (2-0), 3 to 6 ins.	.12	.10
Pinus nigra		
4-yr., tr. (2-2), 6 to 12 ins.	.12	.10
Picea glauca		
4-yr., tr. (2-2), 5 to 10 ins.	.12	.10

WAVECREST NURSERIES
Fennville, Mich.

MUST MOVE TO CLEAR LAND
Contact for quantity and prices.
Berckman's Golden, to 30 ins.
Greek Juniper, to 36 ins.
Blue Hetz Juniper, to 36 ins.
Pfitzer Juniper, to 30 ins.
Irish Juniper, to 5 ft.
Big Chinese Elm and Silver Maple.
Write for complete catalog.
COMMERCIAL NURSERY CO.
Decherd, Tenn.

TAXUS, SURPLUS STOCK
Capitata, 4 to 8 ft.; intermedia, columnaris, hatfieldi, 3 to 5 ft. Priced to sell.
Cuspidata, intermedia, hatfieldi, hicksi, 12 to 18 ins., B&B, $2.75.
QUALITY NURSERIES
Allenwood, Pa.

GRAFTED JUNIPERS, SHEARED
Canaerti, burki, hilli, keteleeri and chin. mascula, 3 to 3½ ft., $3.50; 4 to 4½ ft., $4.50; 5 to 5½ ft., $6.00; 6 to 6½ ft., $7.50; 7 to 7½ ft., $9.00; 8 to 8½ ft., $12.00. Taxus hicksi, 18 to 24 ins., $3.50; 24 to 30 ins., $4.25. Crataegus cordata, 6 to 8 ft., B&B, $5.50. Phone TWinbrook 4-9828.
WAYNE HILL NURSERY
1495 North "B" St. Hamilton, O.

SURPLUS EVERGREENS
Junipers, Pfitzer, Hetz, Savin and Von Ehron.
All 24 to 36 ins., $2.50 each, you dig.
We will dig for 50c extra.
PLEASANT VIEW NURSERY
Route 5 Hastings, Mich.

BROADLEAF AND NEEDLE EVERGREENS
from our Holly Creek Nursery, Melfa, Va.
Good, heavy landscape stock. Sheared and well-branched. Medium sizes. The kind and quality we like to use on our own jobs. Priced so you can make money. Send your want list to either nursery.
ROCK CREEK NURSERY
Box 167 Rockville, Md.

COLORADO BLUE SPRUCE
Excellent color, full body, well-shaped.
All in 10 or 12-in. Keiding pots.

18 to 24 ins.	$2.75
24 to 30 ins.	3.50
30 to 36 ins.	4.25

WELLER NURSERIES CO.
P. O. Box 1111 Holland, Mich.

Start Your Offer Now
in the American Nurseryman
And Watch Sales Climb

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1700 Hetz Juniper, 15 to 18 ins.	$1.75
2200 Hetz Juniper, 18 to 24 ins.	2.00
2900 Hetz Juniper, 2 to 2½ ft.	2.50

These are compact. All real beauties.
Phone evenings, 395.
WHERRY'S NURSERIES, ST. MARYS, W. VA.

SPRUCE
100 Colorado Spruce, 4 to 15 ft.
50 Koster Blue Spruce, 10 to 18 ft.
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95 Hillside Ave.
Van Cortlandtville, Peekskill, N. Y.
Phone PEek 7-4060

EVERGREENS, Miscellaneous

BROAD-LEAVED EVERGREENS
Large selection of container-grown stock.
Quality material. Reasonable prices.
MARSHALL NURSERIES
Salisbury, Md.

Taxus, Ilex, broad-leaved Evergreens, etc., in variety. Write for our latest list of liners and finished stock.
Del-Mar-Va Nurseries, Box 3, Lincoln, Del.

FOLIAGE PLANTS

BIG-LEAVED PHILODENDRON
TOTEM POLES
Pertusum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, $1.40 each pot.
Hastatum, 6-in. plastic pot on 24-in. cypress slab, 2 plants per pot, $1.40 each pot.
The above 6-in. pots packed 9 per carton. No packing charge.
BAYWOOD NURSERIES CO., INC.
P. O. Box 24 Plymouth, Fla.

FRUIT AND NUT TREES

A FINE LOT OF FRUIT TREES
The best we have ever grown.
Ideal for retail sales or the orchard planter.

PEACHES, 1-yr.	Each, 10	100
5 to 6 ft., 11/16-in.	$0.75	$0.65
4 to 5 ft., 9/16-in.	.65	.55
3 to 4 ft., 7/16-in.	.55	.45
2 to 3 ft., 5/16-in.	.45	.35

10c less in quantities of 500 or more.
Champion, Elberta, Golden Jubilee, Halehaven, J. H. Hale, Southhaven, Redhaven and many others.

DWARF PEACHES, 1-yr.		
9/16-in.	$0.80	$0.75
5/16-in.	.60	.55

Golden Jubilee, Halehaven, J. H. Hale, Redhaven, Elberta.

APPLES, standard 2-yr.		
5 to 7 ft., 11/16-in.	$0.80	$0.70
4 to 5 ft., 9/16-in.	.70	.60

Cortland, Grimes Golden, Jonathan, Spy, Staymans, Yel. Transparent and others.

APPLES, dwarf 2-yr.		
5 to 6 ft., 11/16-in.	$1.65	...
4 to 5 ft., 9/16-in.	1.50	...
3 to 4 ft., 7/16-in.	1.35	...

Cortland, Delicious, Grimes Golden, Jonathan, Melba, Spy, Staymans, Yel. Transparent.

STANLEY PLUM, 1 and 2-yr.		
5 to 6 ft., 11/16-in.	$0.90	$0.80
4 to 5 ft., 9/16-in.	.80	.70
BARTLETT PEAR, standard 2-yr.		
5 to 6 ft., 11/16-in.	.80	.70
APRICOTS AND NECTARINES		
5 to 6 ft., 11/16-in.	.85	.80
4 to 5 ft., 9/16-in.	.80	.75
3 to 4 ft., 7/16-in.	.70	.65
FLOWERING CRABS		
5 to 6 ft., 11/16-in.	1.25	...
4 to 5 ft., 9/16-in.	1.00	...

Almey, Eley, Hopa, Red Silver, Klehm.
Free packing when cash accompanies order.
THE CLYDE NURSERY, CLYDE, O.

2-YR. APPLES, HEAVY BRANCHED

	Per 10	Per 100
5 to 6 ft., 11/16-in. and up	$0.65	$0.60
4 to 5 ft., 9/16-in. and up	.55	.50

Dbl. Red Delicious	Red Jonathan
Early Harvest	Red Rome
Grimes Golden	Yellow Delicious
Lodi	Yates
McIntosh	Red Stayman
M. B. Twig	

Write for complete catalog.
COMMERCIAL NURSERY CO.
Decherd, Tenn.

CLOSEOUT PRICES
ON 2-YR. STANDARD APPLES

3 to 4 ft., 7/16-in.	$0.25
4 to 5 ft., 9/16-in.	.30
5 to 6 ft., 11/16-in.	.35
6 to 7 ft., 1-in. and up	.45

Varieties: Lodi, Yellow Transparent, Red June, Summer Queen, Red Jonathan, Yellow Delicious, Dark Red Stayman, Dark Red Delicious and Ark. Black.
CUMBERLAND VALLEY NURSERIES, INC.
P. O. Box 308 McMinnville, Tenn.

MALLING VII
Transplants and cuttings. Pacific coast grown. (600 or over at 1000 rate.)

	100	1000
2-yr. transplants, ⅝-in. and up	$18.00	$175.00
1-yr. select grafters, ¾-in. up	15.00	145.00
1-yr. grafters, ¼ to ⅝-in.	12.50	115.00
1-yr. No. 1, 3/16 to ¼-in.	10.00	90.00
1-yr. No. 2, 2/16 to 3/16-in.	7.50	70.00

MORRISON NURSERY, R. 1, Zillah, Wash.

PAPER SHELL PECANS
Arp-grown, heavy, clean, grafted trees, bare or packaged. Posters. Labels. Thomas Black Walnut, Japanese Persimmon. Beautiful. Permanent shade. Productive, too! Deliveries with Roses. FRESH.
ARP NURSERY CO.
Box 3338-S Tyler, Tex.

10,000 PEACH TREES
Priced 10c to 30c each. Sizes 5/10 to 1½-in. cal.: Elberta, Early Elberta, Blake, Triogem, Richhaven, Red-flowering Peach, Blue Damson. Phone MO 8-8568.
J. A. PACK NURSERY
McMinnville, Tenn.

GARDEN ROOTS

VICTORIA RHUBARB
Large divisions, good color and a thrifty grower. Dug and ready.
$10.00 per 100, $90.00 per 1000.
ROUDEBUSH GARDENS
4191 Needmore Rd. Dayton, O.

VICTORIA RHUBARB ROOTS
3 grades, 1 to 1½-in., also ⅝ to 1-in. and ½ to ⅝-in. Write for prices. Can ship any time. No charge for boxing.
ASHCRAFT'S NURSERY
Phone FR 8-2322 Copemish, Mich.

GERANIUMS

2¼-IN. GERANIUMS, 2¼-IN.
Irene, any quantity, $100.00 per 1000. Others, $12.00 per 100; lots of 5000 or more, $11.00 per 100. Will deliver free in lots of 5000 or more within 150 miles of Aurora.
Irene, Penny Irene, Genie Irene, Salmon Supreme, Radio Red, Olympic Red, Salmon Irene, Mme. Buchner and Appleblossom.
Also taking orders for 6-in. stock plants for February and March delivery, $40.00 per 100. These are all plants started last July and August.
FAIR VIEW GARDENS, INC.
Fair View Rd. off Sullivan Rd. Aurora, Ill.
Phone TWin Oaks 2-0471

QUALITY GERANIUM CUTTINGS
Unrooted, $4.50 per 100, $40.00 per 1000; rooted, $8.50 per 100, $80.00 per 1000. Special varieties slightly higher. Catalog of over 150 leading varieties free.
C. SECRIST, MUSCATINE, IA.

GRAPEVINES

GRAPE CUTTINGS
Concord and Fredonia, cut by experienced workmen, from clean, healthy vineyard; largest in Oklahoma. Tied with wire, 100 to bunch, $6.00 per 1000. F.O.B. here, by express or motor freight, while supply lasts.
IDEAL FRUIT FARM AND NURSERY
Stilwell, Okla.

GROUND COVERS

GROUND COVERS
Hardy Myrtle (Vinca minor, Periwinkle), large individually made-up clumps of 20 to 25 leads; finest quality, $50.00 per 1000. Lonicera Hall's halliana (Creeping Honeysuckle), 3-yr., branched, machine dug for better plants and standardized for landscaping the larger areas, $47.50 per 1000; 5000 or more plants, $45.00 per 1000. Pachysandra terminalis, excellent 1 to 2-yr. rooted cuttings, $50.00 per 1000. English Ivy (Hedera helix), 1 to 2-yr. rooted cuttings, propagated outside under mist, $50.00 per 1000. Euonymus coloratus, rooted cuttings, $57.00 per 1000. Euonymus vegetus, $65.00 per 1000. Euonymus patens, $45.00 per 1000. Euonymus radicans, $50.00 per 1000. Mixed Ferns, $75.00 per 1000.
Can furnish all of the above in 2½ to 3½-in. pots (ask about prices).
H. C. WAUGH
Upper River Rd. Gallipolis, O.

BEARBERRY
(ARCTOSTAPHYLOS UVA-URSI)
Ideal, unusual evergreen trailer for sandy acid soil. Nice bushy plants, 8 to 12 ins. long, from 3 in. pots.
Individually wrapped with all roots and soil ball in aluminum foil.
$50.00 per 100; 25 at 100 rate.
$450.00 per 1000; 250 at 1000 rate.
Cash with order. No C.O.D.
MAYFAIR NURSERIES
R. D. 2 Nichols, N. Y.

Hardy Myrtle (Vinca minor), plants with 20 leads or more and good roots, $5.00 per 100, $45.00 per 1000. Pachysandras, sand-rooted cuttings, $40.00 per 1000. English Ivy, sand-rooted cuttings, $40.00 per 1000. Cash. Also potted stock of all items listed.
Samuel I. Minder, 1248 Wabank Rd., Lancaster, Pa. Phone EX 3-6347.

HARDWOOD CUTTINGS

HARDWOOD CUTTINGS
Shrubs: Cornus, Forsythias, Hydrangeas, A. N. Privet, Honeysuckles, Philadelphus, Spiraeas, Snowberries. Write for varieties and prices.
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THE SCOTCH GROVE NURSERY
Scotch Grove, Ia.

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CHOICE HARD-TO-GET PERENNIALS
FIELD-GROWN STOCK
Achilleas, in variety
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Ajugas, in variety
Anchusas, in variety
Artemisia Silver Mound
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Dicentra spectabilis
Dictamnus albus, 3-yr.
Doronicums
Clematis mandchurica
Geums, in variety
Herbs
Heucheras, in variety
Iberis, in variety
Lythrums, in variety
Lotus
Pachysandra terminalis, 2-yr.
Polygonum reynoutria
Potentillas
Primulas, in variety
Pulmonaria angustifolia
Sedums, in variety
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Teucriums, in variety
Thymes, in variety
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Quotations available in quantity requirements. Send for free catalog with full line of over 525 perennials.
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HARDY FIELD-GROWN PERENNIALS
Aquilegias, 7 separate colors; Arabis, Arenarias, Astilbes, Aubrietas, Campanulas, Carnations, Chives, Delphinium Pacific hybrids, 10 separate colors; Dianthus, Digitalis, Doronicums, Gaillardias, Geums, Iberis sempervirens, English Lavender, Lythrums, Liatris, Russell Lupines, Oriental Poppies, Phlox subulata, 18 varieties; Primroses, Scabiosas, Sedums, 10 varieties; Shasta Daisies, Sweet Williams, Tritomas, Violas and Violets.
Send for 1961 list. 100 more good varieties. FREE COLOR DISPLAY CHART WITH EACH $10.00 ORDER. All plants freshly dug for each order. Shipping season begins March 20.
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First quality, 1-yr. plants, all sand-grown, properly spaced in rows for size. Delphinium and Phlox our specialty. Write for complete perennial list today. Order now for immediate spring 1961 shipments.
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Our new fall and spring catalog is ready and is yours FREE. Write for it today. 75 illustrations in full color, showing the many exciting perennials your customers will be asking for.
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with that wonderful root system.
FINEST FIELD GROWN
Over 500 varieties.
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Ask for wholesale offer.
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Orangeburg, S. C.

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ILEX OPACA FEMINA
Cutting-grown from selected northern varieties. Our plants are 5 to 8 ins. tall (measured from the soil), in plant bands, from open beds, 23c in 100's; 20c in 1000's. We will ship bare-root if you wish.
Orders must be placed by March 10.
Also rooted cuttings from the greenhouse, 5 to 6 ins. tall, $16.00 per 100.
Send for the Wagner White Paper.
CARL WAGNER AND SONS
Monroeville, N. J.

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English, Silver variegated.
2½-in. pots, 8 ins. tall, 30c; 10 ins. tall, 35c; 12 ins. tall, 40c; 4-in. pots, single stem, 60c; 4-in., well-branched, 75c. 4-in. pots, Osmanthus ilicifolius variegatus, well-br., 60c.
Ready now. Cash with order, please.
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Clackamas, Ore.

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From our own northern Ohio stock plants.
Male or female Per 100
Rooted cuttings $17.50
1-yr., bedded 25.00
2-yr., bedded 35.00
ILEX J. G. VAN TOL
Rooted cuttings 20.00
1-yr., bedded 30.00
2-yr., bedded 40.00
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THREE OF THE BEST Per 100
ILEX CRENATA HELLERI
2½-in. pots $15.00
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2½-in. pots 17.50
ILEX CRENATA FOSTERI
8 to 12 ins., bed-grown 15.00
COTTAGE HILL NURSERY, LTD.
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5000 ILEX MUST BE SOLD
Lots of convexa, crenata and rotundifolia. Husky, healthy plants, 15 to 18 ins., B&B, only $1.00.
DIG YOUR OWN, ONLY 75c
All stock must be sold by June 1.
Phone ORiole 6-0630. Write for list.
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Old Brookville, P. O. Glen Head, N. Y.

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American (Ilex opaca) Holly liners.
Write for price list.
HOLLY HAVEN, INC., having dissolved as a corporation, wishes to announce that all plant material is now owned and offered for sale by
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ILEX CRENATA VARIETIES
500 rotundifolia, 5000 hetzi, 300 compacta, 200 microphylla, in 2¼-in. peat pots.
12½c each, $700.00 for the lot.
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Ready May 1, Jap. beetle zone only.
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Named varieties of northern origin, in sizes from 2 ft. to 6 ft., priced according to height and fullness. A few larger sizes. Also crenata rotundifolia, Hetz and convexa.
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Well berried American Holly, in hardy named varieties. Free packing. Shipped now or spring.
4-in. red plastic pots, 21 per ctn., $15.75.
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Ilex Foster's hybrid No. 2, liners.
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

Ilex, burfordi and rotundifolia, 200,000 unrooted cuttings, 1c each. Minimum order $10.00. E. F. DuBose Nursery, Huntsville, Ala.

Ilex, cornuta and crenata liners.
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

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HONEYSUCKLES
Lonicera japonica halliana, extra-heavy No. 1, 3 and 4-yr., 18 to 24-in. field plants. 3, 4 to 6 leads, $40.00 per 1000; lighter grade, $30.00 per 1000; sample, 100, $4.00. Experienced labor for grading and packing quantity orders. Immediate shipment. No order too large. Phone OR 2-4612.
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Sell Stock Quickly and Easily with
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BALTIC IVY
Hardiest Ivy. Fine for wall or ground cover. True stock. Well-rooted plants.
Per 100 Per 1000
Rooted cuttings ..... $ 7.00 $ 65.00
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2-in. pots $15.00 $140.00
Euonymus coloratus, 2-in. pots 12.00 110.00
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Russell Breece, M. R. 9 Delaware, O.

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Very hardy.
Good ground or wall cover.
Rooted cuttings,
$7.00 per 100, $65.00 per 1000.
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Hardy English Ivy, 1 to 2-yr. rooted cuttings with glossy green foliage. Excellent for landscape planting, $35.00 per 1000. Cash or C.O.D. Phone WO 8-3243. Norman L. Roberts, Newtown, R. 1, Bucks Co., Pa.

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French hybrids, novelties, species.
All on own roots.
50 Lilacs, assorted; all labeled; not more than 10 of any one kind; all grown from root cuttings or green cuttings; all XX, 4 to 8 ins., $8.95, postpaid.
Send for list of larger-sized Lilacs for lining out.
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Lilac Specialists
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FRENCH HYBRIDS
A list of 25 fine varieties grown from cuttings which guarantee own-root stock. Sizes available: 2 to 3 ft., 3 to 4 ft. and 4 to 5 ft. Ideal for landscape and retail store trade. Write for list and prices.
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Mail order and canning sizes.
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AZALEAS, HEAVY 2-YR. TRANSPLANTS
Brilliant, Daphne Salmon, Formosa, Iveryana, Judge Solomon, Pres. Clay, Pride of Mobile, Southern Charm, V. C. Rubra, amoena, Double Macrantha, Judd, kaempferi, kosteri, Pink Macrantha, sherwoodi, Bridesmaid, Coral Bells, Eleanor Allen, Hampton Beauty, Hino-Crimson, hinodegiri, Vesuvius, Mme. Pericat, Mrs. Fischer, Pink Pericat, Twenty Grand.
$15.00 per 100, $125.00 per 1000.
CAMELLIAS, vigorous 3-in. plastic pot-grown liners in most popular varieties. Ready to be moved up to can or field.
$30.00 per 100, $250.00 per 1000.
MAGNOLIAS, 2-yr., bed-grown, heavy roots.
Alba superba, alexandrina, liliflora, Lilliputian, nigra, pink alba superba, rustica rubra, soulangeana.

	Per 100	Per 1000
12 to 18 ins.	$35.00	$300.00
18 to 24 ins.	40.00	350.00

ORNAMENTALS

	Per 100
Buxus, harlandi, japonica, 4 to 6 ins.	$12.50
Cleyera japonica, 6 to 8 ins.	15.00
8 to 12 ins.	17.50
Fatsia japonica, 3-in. pot	15.00
Gardenias, August Beauty, Florida, fortunei, Mystery,	
8 to 12 ins.	12.50
12 to 18 ins.	15.00
Gardenia radican, 4 to 6 ins.	12.50
6 to 8 ins.	15.00
Ilex vomitoria, 8 to 12 ins.	12.50
12 to 18 ins.	15.00
Ilex vomitoria nana, 6 to 8 ins.	17.50
8 to 12 ins.	20.00
Ilex, bullata, microphylla, repandum,	
6 to 8 ins.	17.50
8 to 12 ins.	20.00
Ilex rotundifolia, 6 to 8 ins.	15.00
8 to 12 ins.	17.50
Ilex, cornuta burfordi, femina, 3-in. pot	17.50
Laurus officinales, 6 to 8 ins.	8.50
8 to 12 ins.	10.00
Liriope, green, clumps	20.00
Loropetalums, 6 to 8 ins.	12.50
8 to 12 ins.	15.00
Lonicera yunnanensis, 3-in. pot	10.00
Ligustrums, Iwata, lucidum, pyramidale, repandum, texanum,	
6 to 8 ins.	10.00
8 to 12 ins.	12.50
12 to 18 ins.	15.00
Magnolia grandiflora, 6 to 8 ins.	12.50
8 to 12 ins.	15.00
12 to 18 ins.	20.00
18 to 24 ins.	25.00
Podocarpus sinensis, 6 to 8 ins.	15.00
8 to 12 ins.	17.50
Pyracanthas, formosana, graberi, 3-in. pot	15.00
Serissa foetida, 8 to 12 ins.	12.50
Viburnum odoratissimum, 6 to 8 ins.	12.50
8 to 12 ins.	15.00
12 to 18 ins.	17.50
SASANQUA (Camellias), Annette, Chojiguruma, Cinderella, Cleopatra, Day Dream, Hinode-gumo Mine-no-yuki, Oleifera, Pink Snow, Rosea, Rosea Papavera, Setsugekka, Shishifukujin, Texas Star, 6 to 8 ins.	15.00
8 to 12 ins.	17.50

SEMMES NURSERIES, INC.
Semmes, Ala.

Mahonia bealei, strong 1-yr. seedlings.
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

LINING-OUT STOCK

Abelia grandiflora, 8 to 10 ins.	$0.12½
Abelia sherwoodi, 8 to 10 ins.	.15
Acer palmatum, 18 to 24 ins.	.25
10 to 12 ins.	.15
2 to 3 ft.	.50
Banksia Rose, white; 8 to 10 ins.	.20
Buxus harlandi, 6 to 8 ins.	.15
Buxus sempervirens, 6 to 8 ins.	.15
Buxus suffruticosa, 4 to 6 ins.	.15
Cephalotaxus harringtonia fortunei (Plum Yew), 8 to 10 ins.	.15
Cercis canadensis (Redbud), 18 to 24 ins.	.10
2 to 3 ft.	.15
Cherry Laurel, 10 to 12 ins.	.10
Cleyera japonica, 8 to 10 ins.	.15
Cotoneaster divaricata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Cotoneaster francheti, 8 to 10 ins.	.15
Cotoneaster horizontalis, 8 to 10 ins.	.20
6 to 8 ins.	.15
Cotoneaster microphylla, 6 to 8 ins.	.15
Cotoneaster parneyi, 8 to 10 ins.	.15
Cunninghamia glauca (Blue China Fir), 8 to 10 ins.	.20
6 to 8 ins.	.15
Cunninghamia, green; 8 to 10 ins.	.15
Elaeagnus fruitlandi, 8 to 10 ins.	.15
Eriobotrya japonica (Loquat), 1-yr., 2 to 6 ft.	.10
Fatshederas, 6 to 8 ins.	.15
Forsythias, 12 to 15 ins.	.12½
15 to 18 ins.	.15
Hypericums, 12 to 15 ins.	.15
Ilex cassine attenuata, 10 to 12 ins.	.20
8 to 10 ins.	.15
Ilex cassine, 10 to 12 ins.	.20
8 to 10 ins.	.15
Ilex cornuta femina, 8 to 10 ins.	.15
Ilex cornuta burfordi, 10 to 12 ins.	.20
6 to 8 ins.	.12½
8 to 10 ins.	.15
Ilex crenata bullata, 8 to 10 ins.	.15
Ilex crenata hetzi, 6 to 8 ins.	.15
Ilex crenata rotundifolia, 8 to 10 ins.	.15
Ilex opaca Crooningburg, 8 to 10 ins.	.20
Ilex opaca East Palatka, 8 to 10 ins.	.15
Ilex opaca fosteri, 10 to 12 ins.	.20
8 to 10 ins.	.15
Ilex opaca Hume No. 2, 8 to 10 ins.	.15
Ilex vomitoria femina, 10 to 12 ins.	.15
Illicium anisatum (Anise), 8 to 10 ins.	.15
Jasminum floridum, 12 to 15 ins.	.15
10 to 12 ins.	.12½
Jasminum gelsemium (Carolina yellow Jasmine), 12 to 15 ins.	.15
Jasminum nudiflorum, 12 to 15 ins.	.15
10 to 12 ins.	.12½
Juniperus pfitzeriana, 8 to 10 ins.	.15
Juniperus pfitzeriana glauca hetzi (blue vase-shaped), 8 to 10 ins.	.15
Loropetalum chinense, 10 to 12 ins.	.20
8 to 10 ins.	.15
Lonicera nitida, 8 to 10 ins.	.15
Lonicera yunnanensis, 8 to 10 ins.	.15
Ligustrum nepalense, 12 to 15 ins.	.15
Ligustrum lucidum, 12 to 15 ins.	.15
Magnolia grandiflora (1-yr. seedling), 4 to 6 ins.	.10
Mahonia bealei, 8 to 10 ins.	.15
Nandinas, 4 to 6 ins.	.10
Osmanthus fragrans, 10 to 12 ins.	.20
8 to 10 ins.	.15
Osmanthus fortunei, 10 to 12 ins.	.20
8 to 10 ins.	.15
Palm Cocos australis, 2-yr., 6 to 8 ins.	.12½
Palm Trachycarpus excelsus, 2-yr., 6 to 8 ins.	.12½
Photinia glabra, 8 to 10 ins.	.15
Photinia serrulata, 10 to 12 ins.	.15
Pinus pinaster, 8 to 10 ins.	.10
Pinus pinea, 8 to 10 ins.	.10
Pinus strobus, 8 to 10 ins.	.15
Pittosporum tobira, 8 to 10 ins.	.15
Pyracantha (red berry), cutting-grown, good var., 12 to 15 ins.	.15
Raphiolepis japonica, 8 to 10 ins.	.15
Retinispora ericoides, 10 to 12 ins.	.15
8 to 10 ins.	.12½
Salix discolor, 2 to 3 ft.	.15
Salix (Weeping Willow), 3 to 4 ft.	.15
Sasanqua Cleopatra, 12 to 15 ins.	.20
10 to 12 ins.	.17½
Sasanqua rosea, 12 to 15 ins.	.20
10 to 12 ins.	.17½
Sophora japonica, 4 to 5 ft.	.25
3 to 4 ft.	.15
Thrift, white; 3 to 6 ins.	.10
Viburnum macrophyllum, 8 to 10 ins.	.15
Viburnum odoratissimum, 8 to 10 ins.	.15

Terms: Cash with order.
SHIPPING NOTICE: Above prices are F.O.B. Stovall, Ga. Lining-out stock is shipped bare-root and well-packed, with no packing charges. INCLUDE EXTRA MONEY ON SMALL ORDERS WHICH CAN GO PARCEL POST. Large orders are shipped express collect.
ALL NURSERY STOCK IS GROWN HERE AND IS GOVERNMENT INSPECTED.
CALVIN HARMAN NURSERY
Stovall, Ga.

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New EARLY-BIRD discount list now ready.
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P. O. Box 336A Neshanic Station, N. J.

Small Ads Do Great Things in the American Nuseryman Classified Section.

LINING-OUT STOCK

	Per 100	Per 1000
Acer ginnala, 1-yr. seedlings, 6 to 9 ins.	$ 7.00	$ 60.00
Acer ginnala, 1-yr. seedlings, 9 to 12 ins.	8.50	75.00
Acer pal. atropurpureum, 3-yr., TT, FR, grafts, 12 to 15 ins.	150.00	1400.00
Ampelopsis veitchi, 1-yr. seedlings, No. 1	7.00	60.00
Ampelopsis veitchi, 2-yr., T, FR	30.00	250.00
Azalea mollis, seedlings, mixed; T, beds, 4 to 6 ins.	25.00	200.00
Berberis, Pigmy, dwarf red; 2-yr., T, beds, 4 to 6 ins.	40.00	300.00
Cornus florida, grafting size, 1-yr. seedlings	5.00	45.00
Cotoneaster divaricata, 2-yr., T, FR, 12 to 15 ins.	25.00	200.00
Cydonia japonica, 1-yr. seedlings, 6 to 9 ins.	4.50	40.00
Fagus sylvatica, 4-yr., TT, FR, 12 to 18 ins.	40.00	350.00
Fagus sylvatica, 4-yr., TT, FR, 2 to 3 ft.	50.00	450.00
Ginkgo biloba, 1-yr. seedlings, 3 to 5 ins.	7.50	70.00
Ilex aquifolium (Eng. Holly), 2-yr., T, beds, staked, 18 to 24 ins.	75.00	650.00
Koelreuteria paniculata, 1-yr. seedlings, 3 to 6 ins.	6.00	50.00
Liquidambar styraciflua, 1-yr. seedlings, 4 to 6 ins.	7.50	65.00
Liquidambar styraciflua, 1-yr. seedlings, 6 to 9 ins.	9.00	80.00
Picea canadensis alba, 4-yr., T, beds, 6 to 9 ins.	20.00	150.00
Pieris japonica, 1-yr., T, beds	15.00	100.00
Pieris japonica, 2-yr., T, beds	35.00	300.00
Pieris japonica, 3-yr., T, beds	45.00	400.00
Pieris japonica, PINK, 3-yr., T, beds	55.00	500.00
Quercus palustris, 1-yr. seedlings, 6 to 9 ins.	6.00	50.00
Quercus palustris, 1-yr. seedlings, 9 to 15 ins.	9.50	80.00
Quercus palustris, 2-yr., T, FR, 12 to 18 ins.	20.00	150.00
Quercus palustris, 3-yr., TT, FR, 2 to 3 ft.	40.00	350.00
Quercus palustris, 3-yr., TT, FR, 3 to 4 ft.	50.00	450.00
Taxus brevifolia, 2-yr., T, beds	30.00	250.00
Taxus brevifolia, 3-yr., T, beds	45.00	400.00
Taxus cusp., upright, seedlings, 2-yr. (over 5000, $70.00 per 1000)	10.00	90.00
Taxus cusp., upright, seedlings, 3-yr.	15.00	120.00
Taxus cusp., upright, 3-yr., T, beds	20.00	150.00
Taxus cusp., upright, 4-yr., TT, beds	30.00	250.00
Taxus densiformis, 3-yr., T, beds	45.00	400.00
Taxus densiformis, 4-yr., TT, FR, 6 to 9 ins., heavy	60.00	550.00
Taxus hatfieldi, 3-yr., T, beds	45.00	400.00
Taxus hatfieldi, 4-yr., TT, FR, 6 to 9 ins., heavy	60.00	550.00
Tilia cordata, 1-yr., seedlings, 4 to 6 ins.	6.00	50.00
Tilia cordata, 3-yr., T, FR, 2 to 3 ft.	35.00	300.00
Tilia cordata, 3-yr., T, FR, 3 to 4 ft.	50.00	450.00
Zelkova serrata, 1-yr. seedlings, 6 to 9 ins.	4.50	40.00
Zelkova serrata, 1-yr. seedlings, 9 to 12 ins.	5.50	50.00
Zelkova serrata, 2-yr., T, FR, 15 to 18 ins.	18.00	150.00

(Substitute for American Elm, not subject to Dutch Elm disease.)
T—once transplanted; TT—twice transplanted; FR—field row.
BOULEVARD NURSERIES, INC.
Newport, R. I.
Phone VI 6-1263

SURPLUS FINISHED SHRUBS
All in cold storage.

		Each
50	Callicarpa americana, 2 to 3 ft.	$0.45
50	Cornus lutea, 2 to 3 ft.	.50
30	Cornus sibirica, 2 to 3 ft.	.45
50	Forsythia Spring Glory, 2 to 3 ft.	.40
50	Forsythia Lynwood Gold, 3 to 4 ft.	.60
100	Lonicera fragrantissima, 3 to 4 ft.	.50
100	Lonicera zabeli, 2 to 3 ft.	.35
100	Lonicera zabeli, 18 to 24 ins.	.25
100	Lonicera, Clavey, dwarf, 18 to 24 ins.	.40
30	Kerria japonica, 24 to 30 ins.	.50
50	Persian Lilac, 18 to 24 ins.	.35
200	French Lilac, named colors; 18 to 24 ins.	.60
100	French Lilac, named colors; 2 to 3 ft.	.75
100	Philadelphus virginalis, 24 to 30 ins.	.45
150	Golden Vicary Privet, 18 to 24 ins.	.45
100	Golden Vicary Privet, 9 to 12 ins.	.25
75	Spiraea Anthony Waterer, 12 to 15 ins.	.30

Minimum order, 10 of a variety.
Cash with order, free packing.
HENRY NURSERIES, HENRY, ILL.

Colorado Blue Spruce, 3 to 7 ins., $22.00; 5 to 10 ins., $30.00. Norway Spruce, 3-yr., 4 to 12 ins., $16.00 per 1000. Norway Spruce, transplants, 6 to 14 ins., $6.00 per 100.
Henry Fischer, Rothbury, Mich.

LINING-OUT STOCK

All plants bare-root except where noted. Average Evergreens, 6 to 8 ins. or better. Shrubs, etc., 8 to 10 ins. or better. Best roots in the business. We ship all 12 months.

EVERGREENS

Andorra Juniper	$0.05
Armstrong Pfitzer Juniper	.10
Blue Hetz Juniper	.05
Burk Juniper (upright tree), no competition can touch you on Burk	.12
Compact Pfitzer Juniper	.08
Hillbush Juniper (virginalis)	.12
Pfitzer Juniper	.07
Rosefield's Montana Green Juniper (scopulorum). No trimming	.30
Rosefield's Moonglow Juniper (scopulorum. A denser Blue Heaven)	.30
Savin Juniper	.06
Thomas Blue Creeper	.10
Taxus cuspidata	.10
Von Ehron Juniper	.06
Gold Tip Pfitzer Juniper	.10
Compact Pfitzer Juniper (dwarf Pfitzer, bands)	.16

DECIDUOUS

Forsythia Arnold's Brilliant	.06
Forsythia Arnold's Dwarf	.06
Forsythia Arnold's Giant	.06
Forsythia Beatrix Farrand	.05
Forsythia Lynwood Gold	.04
Forsythia nana compacta	.04
Forsythia Spring Glory	.04
Blue Spiraea (Caryopteris)	.06
Hypericum Hidcote	.05
Hypericum kalmianum, dwarf, hardy, pretty. Should sell	.05
Honeysuckle, Zabel. Bush	.04
Honeysuckle, heckrotti. Vine, evbl.	.06
Honeysuckle, Clavey's Dwarf. Bush	.06
Privet, Golden Vicary. All yellow	.06
Privet, Lodense	.04
Privet, Regels	.04
Privet, Chinese, Wayside Garden's strain	.04
Spiraea macrothyrsa, evbl. pink plumes.	.06
Spiraea Anthony Waterer	.10
Viburnum op. sterile (Snowball)	.10
Viburnum tomentosum	.10
Weigela vaniceki	.06

BROADLEAFS

Euonymus carrierei	.04
Euonymus coloratus	.04
Euonymus patens Flagpole (small leaf)	.04
patens, large leaf	.04
patens Newport (medium leaf)	.04
patens Owen (small leaf)	.04
radicans erectus (small leaf)	.04
patens Rosehill (medium leaf)	.04
radicans, upright (Sarcoxie)	.07
Honeysuckle, Purple Leaf (Texas). Vine. Fine for cans and planters	.04
Honeysuckle, Gold Net. Vine. Variegated	.05
Pyracantha Kasan, a heavy berried	
lalandi. Hardier	.05
Pyracantha lalandi	.05
Pyracantha pauciflora, cans and planters	.05

PERENNIALS

Phlox subulata Scarlet Flame, newest variety and most brilliant color	.04
Emerald Pink	.04
Teucrium chamaedrys	.04

Less than 300 total order, 2c more per plant. Less than 50 of any item, 4c more per plant.

Shipment now or book your order for spring.

McININCH GREENHOUSES
St. Joseph, Mo.

POT-GROWN GRAFTS

All our understocks are potted up during the spring, grown in frames in pots all summer and grafted the following winter, ensuring the best root system to be grown and assures minimum losses.

	Per 100
*Acer palmatum atropurpureum	$ 75.00
*Carpinus betulus fastigiata	60.00
Cedrus atlantica glauca	75.00
Cedrus atlantica aurea	100.00
*Cornus florida rubra	50.00
*Cornus florida rubra Prosser	65.00
*Cornus florida pendula	60.00
*Cornus florida flore-plena	60.00
*Cornus florida welchi var.	65.00
*Cornus kousa chinensis	60.00
*Cornus kousa speciosa	60.00
*Hamamellis mollis	50.00
*Hamamellis brevipetata	100.00
Fagus sylvatica Tricolor	75.00
*Fagus sylvatica riversi	60.00
*Fagus sylvatica pendula	60.00
*Fagus sylvatica heterophylla	60.00
*Fagus sylvatica fastigiata	60.00
*Magnolia stellata	75.00
*Magnolia stellata rubra	75.00
*Magnolia stellata Water Lily	75.00
Magnolia yulan	75.00
Magnolia cordata (yellow)	75.00
Picea pung. glauca moerheimi	100.00
Pinus cembra	60.00
Pine, Tanyosho	60.00
*Viburnum carlesi	50.00
Viburnum juddi	50.00
Viburnum burkwoodi	50.00
Viburnum chenaulti	50.00

Varieties marked with a star can be supplied in 1-yr., field-grown bedded plants, at $15.00 per 100 extra above the pot-grown grafts.

VERKADE'S NURSERIES, WAYNE, N. J.

LINERS OF THE BETTER KINDS
Novelties and rare items.
Write for price list.
GULF STREAM NURSERY, INC.
Wachapreague, Va.

SEEDLINGS

	100	1000
Acer platanoides, 2-yr., 12 to 18 ins.	$10.00	$ 80.00
Acer saccharum, 2-yr., 12 to 18 ins.	12.00	100.00
Albizzia jul. rosea, 1-yr., 12 to 15 ins.	10.00	75.00
Cercis canadensis, 1-yr., 12 to 18 ins.	10.00	75.00
Cercis chinensis, 1-yr., 6 to 9 ins.	7.50	50.00
Cornus florida, 1-yr., 12 to 18 ins.	7.00	50.00
Cornus florida, 1-yr., 9 to 12 ins.	6.00	40.00
Crataegus intricata, 1-yr., 9 to 12 ins.	10.00	75.00
Crataegus mollis, 1-yr., 9 to 12 ins.	10.00	75.00
Enkianthus campanulatus, 2-yr., 12 to 18 ins.	12.00	100.00
Enkianthus campanulatus, 2-yr., 9 to 12 ins.	10.00	80.00
Ginkgo biloba, 1-yr., 3 to 6 ins.	10.00	80.00
Gleditsia tria. inermis, 1-yr., 12 to 15 ins.	10.00	80.00
Gleditsia tria. inermis, 1-yr., 9 to 12 ins.	8.00	60.00
Mahonia aquifolium, 2-yr., 3 to 6 ins.	8.00	60.00
Oxydendrum arboreum, 2-yr., 12 to 18 ins.	12.00	100.00
Oxydendrum arboreum, 2-yr., 9 to 12 ins.	10.00	75.00
Picea excelsa, 2-yr., 3 to 6 ins.	4.00	25.00
Picea glauca, 2-yr., 3 to 6 ins.	4.00	25.00
Pseudotsuga tax. glauca, 2-yr., 3 to 6 ins.	4.00	25.00
Zelkova serrata, 1-yr., 9 to 12 ins.	8.00	60.00
2-YR. TRANSPLANTS		
Albizzia jul. rosea, 18 to 24 ins.	17.00	....
Acer rubrum, 9 to 12 ins.	12.00	....
Acer rubrum, 6 to 9 ins.	10.00	....
Acer platanoides, 6 to 9 ins.	10.00	80.00
Acer dasycarpum, 2 to 3 ft.	15.00	....
Acer dasycarpum, 18 to 24 ins.	12.00	....
Acer saccharum, 6 to 9 ins.	12.00	100.00
Acer saccharum, 4 to 6 ins.	10.00	80.00
Cornus florida, 9 to 12 ins.	10.00	80.00
Cornus florida, 6 to 9 ins.	8.00	65.00
Crataegus mollis, 9 to 12 ins.	12.00	....
Gleditsia tria. inermis, 12 to 15 ins.	12.00	....
Liquidambar styraciflua, 18 to 24 ins.	18.00	160.00
Liquidambar styraciflua, 12 to 18 ins.	15.00	130.00
Liquidambar styraciflua, 9 to 12 ins.	10.00	85.00
Magnolia kobus, 9 to 12 ins.	12.00	100.00
Magnolia kobus, 6 to 9 ins.	10.00	80.00
Phellodendron amurense, 6 to 9 ins.	10.00	80.00
Zelkova serrata, 2 to 3 ft.	12.00	....
3-YR. TRANSPLANTS		
Mahonia japonica, 6 to 9 ins.	20.00	....
TREES, 6 TO 8 FT., BRANCHED		
Platanus orientalis, 6 to 8 ft., branched	225.00	2000.00
Liquidambar styraciflua, 6 to 8 ft., branched	300.00	....

BLOODGOOD NURSERIES
Doylestown, Pa.

ROOTED CUTTINGS

Berckmans' Arborv.	Chamaecyparis allumi
Spiny Greek Juniper	Blue Lawson
Retinispora crippsi	Retinispora ericoides
Baker's Arborvitae	Podocarpus
Globe Arborvitae	Green Pittosporum
Pfitzer Juniper	Ilex East Palatka
Ilex burfordi	Photinia serrulata
Ilex bullata	Photinia glabra

Hetz Juniper

	10	100	1000
3 to 5 ins., rooted cuttings	$1.00	$6.00	$50.00

Pfitzer Juniper	Photinia glabra
Var. Pittosporum	

	10	100	1000
4 to 6 ins.	$1.50	$8.00	$75.00

Dwarf Euonymus	Viburnum suspensum
Viburnum odorat.	Buxus japonica
Buxus harlandi	Ilex rotundifolia
Gardenia radicans	Gardenia fortunei

	10	100	1000
4 to 6 ins.	$1.00	$6.00	$50.00
3 to 5 ins., rooted cuttings.	.75	5.00	40.00

Viburnum odorat.	Buxus japonica
Photinia serrulata	Baker's Arborvitae
Buxus harlandi	Ilex burfordi
Globe Arborvitae	

	10	100	1000
6 to 8 ins.	$2.00	$12.50	$100.00

Podocarpus	Photinia glabra
Ilex rotundifolia	Gardenia fortunei
Gardenia radicans	Ilex bullata

	10	100	1000
6 to 8 ins.	$2.00	$12.50	$100.00
8 to 12 ins.	2.50	15.00	125.00

FLOWERWOOD NURSERY
P. O. Box 206 Cairo, Ga.

LINERS, IN 2¼-IN. PEAT POTS

Ready May 1.

Alpine Currant	12c
Dogwood, variegated	15c
Hydrangea P. G.	12c
Forsythia Lynwood Gold	12c
Dwarf Ninebark	12c
Spiraea froebeli	12c
Snowballs	15c

Prices are F.O.B. Lake City, Minn.

NEWLAND'S NURSERY
Lake City, Minn.

LINING-OUT STOCK

Bedded 1-yr. in the open.	100	1000
Ilex convexa	$20.00	$180.00
Ilex rotundifolia	20.00	180.00
Ilex hetzi	20.00	180.00
Juniperus pfitzeriana	20.00	180.00
Juniperus hetzi	20.00	180.00
Taxus andersoni	20.00	175.00
Taxus brevifolia	20.00	175.00
Taxus capitata, cutting-grown.	25.00	225.00
Taxus capitata Adams, cutting-grown	25.00	225.00
Taxus canadensis stricta	16.00	150.00
Taxus cuspidata	17.50	150.00
Taxus hatfieldi	17.50	150.00
Taxus hunnewelliana	17.50	150.00
Taxus hicksi	17.50	150.00
Taxus intermedia	17.50	150.00
Taxus henryi	20.00	175.00
Taxus densiformis	20.00	175.00
Taxus vermeuleni	17.50	150.00
Taxus wardi	17.50	150.00
Taxus Moon's columnaris	20.00	175.00
Taxus browni	17.50	150.00
2-yr. bedded in the open.		
Ilex convexa, 6 to 9 ins.	$25.00	$200.00
Ilex rotundifolia, 6 to 9 ins.	25.00	200.00
Ilex hetzi, 6 to 9 ins.	25.00	200.00
Taxus Adams col., 12 to 15 ins.	50.00	450.00
Taxus Moon's col., 8 to 12 ins.	30.00	250.00
Taxus cuspidata, 6 to 9 ins.	30.00	250.00
Taxus hatfieldi, 6 to 9 ins.	30.00	250.00
Taxus cuspidata comp., 6 to 9 ins.	30.00	250.00
Taxus hunnewelliana, 6 to 9 ins.	30.00	250.00
Taxus browni, 6 to 9 ins.	30.00	250.00
Taxus intermedia, 6 to 9 ins.	30.00	250.00

TAXUS CAPITATA, SEEDLING-GROWN

	100	1000	10,000
1-yr. seedlings	$ 6.00	$ 50.00	$ 450.00
2-yr. seedlings	10.00	90.00	750.00
3-yr. seedlings	17.50	150.00	1250.00
4-yr. seedlings, transplanted, 6 to 10 ins.	30.00	250.00	2250.00

CORNUS FLORIDA (WHITE DOGWOOD)

Seedlings

1-yr., No. 1 grade	$ 6.00	$ 50.00	$450.00
1-yr., No. 2 grade	5.00	40.00	350.00
1-yr., No. 3 grade	4.00	30.00	250.00
2-yr., No. 1 grade	12.50	100.00	900.00
2-yr., No. 2 grade	10.00	90.00	750.00

Special prices on large quantities.
Full list on request.

VERKADE'S NURSERIES, WAYNE, N. J.

LINING-OUT STOCK

EACH,	100	1000
Acer palmatum atropurpureum BLOODGOOD, strong 2-yr. grafts	$1.75	...
OSSI BENI, strong 2-yr. grafts	1.50	...
Cedrus atlantica glauca, 1-yr. grafts	1.00	...
Cornus elegantissima, 2-yr.	.25	...
florida rubra, 2-yr. grafts	.50	$0.75
Cotoneaster divaricata, 1-yr. seedlings, 6 to 10 ins.	.10	.09
Euonymus alatus compactus, 2-yr., T, 9 to 12 ins.	.30	.25
3-yr., T, 12 to 18 ins., branched, suitable for mail order	.45	.40
Fagus sylvatica asplenifolia, 2-yr. grafts	2.00	...
pendula, 2-yr. grafts	1.75	...
riversi, 2-yr. grafts	1.75	...
Laburnum vossi, 1-yr. seedlings.	.15	.12½
Magnolia soulangeana, 1-yr., T, cuttings	.50	.45
2-yr., T, cuttings	.75	...
Picea pungens glauca, 4-yr., T.	.25	.20
Rhododendron wilsoni, 2-yr., T.	1.25	1.00
Rhus cotinus ROYAL PURPLE, 1-yr. grafts, bedded	.75	.60
Thuja nigra, 2-yr., T.	.40	.35
orientalis aurea nana, strong 2-yr., T, cuttings	.50	.45
Viburnum carlesi, 2-yr. seedlings, 4 to 6 ins.	.15	.12½
3-yr. seedlings, 12 to 18 ins.	.40	.35
setigerum, 1-yr., seedlings, 8 to 12 ins.	.12	.10
wrighti, 2-yr. seedlings, 15 to 18 ins.	.15	.12
Weigela vaniceki, 1-yr., SW, cuttings	.25	.20

WHERE QUALITY EXCELS. No charge for packing.

C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

LINING-OUT STOCK

	Per 100	Per 1000
Cherry Laurel, 6 to 12 ins.	$ 3.00	$25.00
Dogwood, white-flowering, 6 to 12 ins.	3.00	20.00
18 to 24 ins.	5.00	40.00
Euonymus, green; rooted cuttings	3.00	25.00
Live Oak, 6 to 12 ins.	3.00	25.00
12 to 18 ins.	4.00	35.00
Water Oak, 12 to 18 ins.	4.00	35.00
Magnolia grand., 3 to 5 ins.	4.00	30.00
4 to 8 ins.	5.00	45.00
12 to 24 ins.	10.00	90.00
Yaupon Holly, 4 to 8 ins.	3.00	25.00
Wax Ligustrum, transplants	4.00	35.00
Slash Pine, 12 to 18 ins.	3.00	20.00
Mimosas, 6 to 18 ins.	3.00	20.00
Gardenias, fortunei, Mystery, radicans, stricta nana, rooted cuttings	3.00	25.00

L. H. BUTTER NURSERY
Forest Hills, La.

LINING-OUT STOCK—*Continued*

ROOTED CUTTINGS

	Per 100
Taxus andersoni, 7 to 8 ins.	$10.00
browni, 7 to 8 ins.	10.00
cuspidata, 7 to 8 ins.	7.00
densiformis, 7 to 8 ins.	10.00
hunnewelliana, 7 to 8 ins.	9.00
hicksi, 7 to 8 ins.	8.00
hatfieldi, 6 to 8 ins.	9.00
intermedia, 6 to 8 ins.	9.00
cuspidata cap., tips, 7 to 8 ins.	12.00
Thuja boothi, 6 to 8 ins.	8.00
hoveyi, 6 to 8 ins.	8.00
nigra (Am., dark green), 6 to 8 ins.	8.00
pyramidalis, 6 to 8 ins.	8.00
spiralis, 6 to 8 ins.	10.00
woodwardi globe, 6 to 8 ins.	8.00
Ilex convexa, 4 to 6 ins.	6.00
convexa hetzi, 4 to 6 ins.	6.00
latifolia, upright, 6 to 8 ins.	10.00
rotundifolia, 4 to 6 ins.	6.00
Buxus sempervirens, 6 to 8 ins.	7.00
Juniper, Andorra, 7 to 8 ins.	8.00
Juniperus glauca hetzi, 7 to 8 ins.	8.00
pfitzeriana, 7 to 8 ins.	9.00
sabina, 7 to 8 ins.	8.00
sabina Von Ehron, 7 to 8 ins.	8.00
Juniper, Nick's compacta, 6 to 8 ins.	10.00
Nelson's Blue, 6 to 8 ins.	10.00
Juniperus suecica, 6 to 8 ins.	10.00
tamariscifolia, 6 to 8 ins.	10.00
Rooted summer 1960, outside frames.	
Euonymus vegetus	$ 5.00
alatus	7.00
alatus compactus	7.00
carrierei	6.00
Deutzia gracilis	8.00
Deutzia lemoinei	8.00
Viburnum tomentosum	10.00
Pyracantha lalandi	6.00

2 per cent, and free packing, for cash with order.

LINCOLN NURSERIES
R. D. 2 Grand Rapids 4, Mich.

LINING-OUT STOCK

	Each, 1000
Buxus sempervirens (Vic Ries types. Hardy selections)	
8 to 10 ins., T.	$0.25
10 to 12 ins., T.	.35
Buxus Wintergreen New, See ad on page 27	
6 to 9 ins., 3-yr., T.	.60
9 to 12 ins., 3-yr., T.	.70
Berberis Crimson Pygmy	
4 to 6 ins., 2-yr., T.	.35
6 to 9 ins., 2-yr., T.	.45
Kolkwitzia amabilis	
3 to 4 ft., 1-yr., s.	.07½
4 to 6 ins., 1-yr., s.	.10
Pyracantha runyani (Orange-red berries. Best for North)	
2¼-in. bands	.15
10 to 12 ins., 2-yr., T.	.17½
12 to 15 ins., 2-yr., T.	.20
4-in. pots	.60
Syringa vulgaris, purple	
6 to 9 ins., s.	.10
4 to 6 ins., s.	.06
Viburnum mariesi (Improved Double File)	
Rooted cuttings	.10
2¼-in. bands	.12½
6 to 12 ins., T.	.17½
Viburnum prunifolium	
4 to 6 ins., 1-yr., s.	.08½

Please ask for complete list.
SCARFF'S NURSERY, INC.
New Carlisle, O.

LINING-OUT STOCK

Field bed liners, cut back annually. Write for complete list of available Taxus and discount sheet.

	Per 100
Arborvitae, Woodward globe, 3-yr., 6 to 10 ins.	$25.00
Pieris japonica, 2-yr., 6 to 8 ins.	22.50
Pieris japonica, 2-yr., 8 to 10 ins.	27.50
Taxus baccata, upright, 3-yr., 10 to 12 ins.	27.50
Taxus cuspidata, 3-yr., 8 to 10 ins.	30.00
Taxus cuspidata, 4-yr., 12 to 18 ins.	50.00
Taxus cus. compacta, 3-yr., 6 to 10 ins.	27.50
Taxus nana femina, 3-yr., 10 to 15 ins.	32.00
Taxus nana grandifolia, 1-yr., rooted cuttings	12.00
Taxus nana grandifolia, 2-yr., 6 to 8 ins.	20.00
Taxus nana grandifolia, 3-yr., 12 to 15 ins.	37.50
Taxus media browni, 2-yr., 6 to 8 ins.	20.00
Taxus media hicksi, 2-yr., 6 to 10 ins.	20.00
Taxus media hicksi, 3-yr., 8 to 12 ins.	30.00
Taxus media Vermeulen, 2-yr., 6 to 10 ins.	20.00
Taxus media Vermeulen, 3-yr., 10 to 12 ins.	32.00
Taxus media Vermeulen, 4-yr., 8 to 12 ins.	37.50
Taxus nana Black Knight (spreading, dwarf globe, new), 2-yr., 4 to 8 ins.	25.00

SUSSEX NURSERY
Bridgeville, Del.

STRONG LINING-OUT STOCK

75,000	Ilex burfordi, 3 to 4 ins. 4c
75,000	Ilex rotundifolia, 3 to 4 ins. 4c
50,000	Ligustrum lucidum, 3-in. 2½c
20,000	Abelia grandiflora, 6 to 12 ins. 5c
25,000	Pfitzer Juniper, 4 to 6 ins. 6c
6,000	Euonymus coloratus, 3 to 4 ins. 4c

E. F. DuBOSE NURSERY
Huntsville, Ala.

ASK FOR A REPRESENTATIVE SAMPLE OF

	Per 100	Per 1000
Berberis julianae, 2¼-in. pots	$17.50	$150.00
Berberis triacanthophora, 2¼-in. pots	20.00	175.00
Ilex crenata helleri, 2¼-in. pots	17.50	.....
Ilex crenata hetzi, 2¼-in. pots	15.00	140.00
Field transplants	20.00	175.00
Ilex crenata rotundifolia, 2¼-in. pots	15.00	125.00
Field transplants	20.00	165.00
Pyracanthas, graberi, lalandi, yunnanensis, 2¼-in. pots	17.50	150.00
Andorra Juniper, 2¼-in. pots	17.50	.....
Chamaecyparis plumosa aurea, 2¼-in. pots	17.50	150.00
Thuja occidentalis pyramidalis, 2¼-in. pots	15.00	.....
Cornus florida plena, Cornus florida rubra, 1 to 2 ft., 1-yr., bare-root, full of bloom buds. Ideal for canning or wrapping	90.00	.....

BYERS NURSERY CO.
Route 2 Huntsville, Ala.

ORNAMENTAL LINERS

Heavy rooted, select lining-out stock, dug bare-root, packed in damp moss and delivered to carrier of your choice at no extra charge.

Variety and size	Per 100
Ilex burfordi, 8 to 12 ins., bare-root	$12.50
Ilex buxifolia, 8 to 12 ins., bare-root	12.50
Ilex bullata, 8 to 12 ins., bare-root	12.50
Ilex helleri, 6 to 8 ins., bare-root	12.50
Ilex rotundifolia, 8 to 12 ins., bare-root	12.50
Ilex vomitoria (dwarf Yaupon), 6 to 8 ins., bare-root	12.50
Magnolia liliflora, 12 to 18 ins., bare-root	30.00
Sasanqua (Camellia) Cleopatra, 8 to 12 ins., bare-root	15.00
Sasanqua (Camellia) Mine-no-yuki, 8 to 12 ins., bare-root	15.00
Cleyera japonica, 8 to 12 ins., bare-root	12.50
Magnolia nigra, 12 to 18 ins., bare-root	30.00
Magnolia soulangeana, 12 to 18 ins., bare-root	30.00

POTTED LINERS

Pyracantha Victory, 2½-in. pots $15.00 per 100

FLOWERWOOD NURSERY, INC.
R. 4, Box 130 Mobile, Ala.

SURPLUS TREES

Pink Dogwood, 6 to 12 ins.	$0.40 each
Pink Dogwood, 12 to 18 ins.	.50 each
Pink Dogwood, 18 to 24 ins.	.75 each
Pink Dogwood, 2 to 3 ft.	1.00 each
(Tied 25 and 10 to a bundle.)	
White Dogwood, 18 to 24 ins., br.	.20 each
White Dogwood, 2 to 3 ft., br.	.35 each
FLOWERING PEACH TREES, tied 25.	
Double red, white and peppermint flowering Peaches, June buds.	
6 to 18 ins.	$0.15 each
18 to 24 ins.	.20 each
2 to 3 ft.	.25 each
FLOWERING CRAB APPLES, tied 25 and 10.	
Eleyi, Hopa and Arrow flowering Crabs.	
6 to 18-in. whips	$0.15 each
18 to 24-in. whips	.20 each
2 to 3 ft.	.25 each
3 to 4 ft. whips	.30 each

Write for other surplus trees and shrubs list.

GLOBE NURSERIES
Box 249 McMinnville, Tenn.

HEAVY 3-YR. TRANSPLANTS, SHEARED

Taxus browni, 10 to 12 ins.
Taxus cuspidata, 10 to 12 ins.
Taxus densiformis, 10 to 12 ins.
Taxus Halloran, 10 to 12 ins.
Taxus henryi, 10 to 12 ins.
Taxus hicksi, 10 to 12 ins.
Taxus Moon's columnaris, 10 to 12 ins.
Taxus Sebian intermedia, 10 to 12 ins.
Taxus hunnewelliana, 10 to 12 ins.
Taxus thayerae, 10 to 12 ins.
Taxus wardi, 10 to 12 ins.
Taxus capitata, 3-yr. seedlings, 6 to 9 ins.
Thuja occidentalis, 3-yr. transp., 8 to 10 ins., heavy
Picea excelsa, selected understocks, transp.

Samples upon receipt of postage.

VERKADE'S NURSERIES
New London, Conn.

COLLECTED SEEDLINGS

	Per 100	Per 1000
Betula papyrifera (Paper Birch)		
1 to 2 ft.	$15.00	$120.00
2 to 3 ft.	20.00	150.00
3 to 4 ft.	25.00	.....
Betula populifolia (Gray Birch)		
1 to 2 ft.	7.00	60.00
2 to 3 ft.	12.00	100.00
3 to 4 ft.	15.00	125.00
Fagus grandifolia (American Beech) 6 to 12 ins.	6.00	50.00
Viburnum cassinoides (Witherod) 1 to 2 ft.	10.00	80.00

Send for complete trade list of hardy native Ferns, wildflowers, Evergreens, trees and shrubs.

ISAAC LANGLEY WILLIAMS
Box AN Exeter, N. H.

Classified Ads Offer Maximum Results at Minimum Cost.

HEAVY LINERS FOR SPRING

	Each
Azalea mollis	
1-yr., TT	$0.25
2-yr., TT, br.	.35
3-yr., TT, potting grade, budded	.75
Leucothoe catesbaei 7 to 12 ins.	.45
Pieris floribanda 9 to 15 ins., budded	.75
Pieris japonica	
6 to 12 ins.	.45
12 to 15 ins.	.75
Rhododendron hybrid seedlings 9 to 15 ins.	.15
Ilex hetzi 9 to 15 ins.	.45

DUGAN NURSERIES, INC.
Center St. Perry, O.

QUALITY LINERS

	Per 100
Mugho Pine (dwarf), 3 to 5 ins., tr.	$15.00
White Pine, 6 to 14 ins., tr.	15.00
Douglas Fir (blue), 5 to 10 ins., tr.	15.00
Colorado Blue Spruce, 5 to 10 ins., tr.	17.50
Koelreuteria pan., 12 to 15 ins.	20.00
Styrax japonica, 12 to 18 ins.	20.00
Canadian Hemlock, 5 to 12 ins., tr.	20.00
Enklanthus camp., 4 to 8 ins., tr.	22.50
Viburnum carlesi, 12 to 15 ins.	22.50
Leucothoe catesbaei, 4 to 8 ins., tr.	25.00

Send for new spring list.

POSSUM HOLLOW NURSERIES
6909 Henley St. Philadelphia 19, Pa.

OPEN BEDS

	Per 100
1-yr. Pachistima canbyi	$0.25
2-yr. Taxus browni	.30
2-yr. Taxus hicksi	.30
2-yr. Taxus cuspidata	.30
2-yr. Ilex convexa (bullata)	.25
2-yr. Buxus welleri (Boxwood)	.25
2-yr. Euonymus Sarcoxie	.20
3-yr. Euonymus Sarcoxie	.25
2-yr. Mahonia, seedlings	.07
2-yr. Mahonia, transplants	.20
2-yr. Euonymus alatus comp., outdoor prop. bed	.08

WHITEMAN'S GARDENS
R. R. 1 Plymouth, Ind.

QUALITY FIELD-ROW TRANSPLANTS
Try some if you want the best.

	Per 100	Per 1000
Andorra Juniper, 8 to 10, T.	$15.00	$125.00
Canadian Hemlock, 10 to 15, TT	25.00	225.00
Globe Arborvitae woodwardi, 8 to 10, TT.	25.00	225.00
Pfitzer Juniper, 10 to 15, TT.	30.00	275.00
Pyramidal Arb., 10 to 15, TT.	27.50	250.00
Taxus cuspidata (spreading Yew), 10 to 15, TTT.	35.00	300.00

Free packing. Cash with order. 300 at 1000 rate.

WHERRY NURSERIES, ST. MARYS, W. VA.

LINING-OUT STOCK

SEE OUR DISPLAY AD IN THIS ISSUE ON PAGE 34.

CARTWRIGHT NURSERIES
Collierville, Tenn.

MAGNOLIAS

MAGNOLIA GRANDIFLORA
2½-in. pots.

8 to 10 ins.	12c
10 to 16 ins.	16c
16 to 20 ins.	18c
Qt. cans	
12 to 16 ins.	20c
20 to 30 ins.	25c
30 to 36 ins.	30c
B&B stock	
2 to 3 ft.	$1.50
3 to 4 ft.	2.00
4 to 5 ft.	3.00
5 to 6 ft.	4.00
6 to 7 ft.	5.25
7 to 8 ft.	6.75

The above liners were grown in the open and are hardy. The B&B stock will be wrapped in rot-proof burlap and string if so desired. Plants root pruned.

BIG RIVER NURSERY, DUNDEE, MISS.
Phone 572-R4, Tunica, Miss.

ORIENTAL MAGNOLIAS

We cold store various varieties of well-branched and heavily budded Magnolias of the finest quality. We also offer top-quality Ilex, sheared and heavy in growth.

Write for wholesale price list.

SHADY PARK NURSERY
R. R. 3 Columbia City, Ind.

MAGNOLIAS	Each, 100
Alexandrina, 2-yr., T cuttings, 18 to 24 ins.	$0.75
Soulangeana, 1-yr., T cuttings	.50
2-yr., T cuttings, 18 to 24 ins.	.75

WHERE QUALITY EXCELS. NO CHARGE FOR PACKING.

C. HOOGENDOORN, NURSERYMAN
408 Turner Rd. Newport, R. I.

ORIENTAL MAGNOLIAS
Available now. Top quality. Our own growing. B&B plants. Send for our list.
LITTLEFORD NURSERIES
Vincennes, Ind.

MAPLES

JAPANESE RED MAPLES
(Acer palmatum atropurpureum)
Carefully selected. Finest red only.
For spring 1961.
2-yr. transplants ready for field planting.

LIGHTER GRADE	Each, 100 more	250 or
2-yr., light branched, 8 to 10 ins.	$0.33	$0.30
2-yr., light branched, 10 to 12 ins.	.38	.35
2-yr., light branched, 12 to 15 ins.	.45	.42
HEAVY GRADE		
2-yr., nicely branched, 8 to 10 ins.	.40	.38
2-yr., nicely branched, 10 to 12 ins.	.48	.45
2-yr., nicely branched, 12 to 15 ins.	.55	.50

Large enough for 6-in. pot for immediate resale. From well-spaced open beds. Extra nice.

3-yr., well-branched, 12 to 15 ins.	$0.80	$0.75
3-yr., well-branched, 15 to 18 ins.	.95	.90
3-yr., well-branched, 18 to 21 ins.	1.15	1.10
Extra heavy from field rows		
4-yr., bushy, 10 to 15 ins.	1.10	1.05
5-yr., bushy, 12 to 15 ins.	1.40	1.30

Shipped dormant. Packed in sphagnum.
Early spring.
20 per cent deposit on all orders, balance before delivery or C.O.D.
HUBBS NURSERIES
512 Route 130 Riverton, N. J.
Specializing in Jap. Red Maples 15 years.

NORWAY MAPLE		Over
Straight, nursery-grown	10-40	50
10 to 12 ft., 1½ to 1¾-in.	$6.75	$5.50
11 to 13 ft., 1¾ to 2-in.	7.75	6.50
12 to 14 ft., 2 to 2½-in.	11.00	9.00

No shipping.
HEYKOOP'S NURSERY
466 Newark, Pompton Turnpike
Pompton Plains, N. J.

NORWAY MAPLES
Nursery-grown, good heads.
Sizes from 1½ to 5-in. cal. Special prices on surplus sizes from 3 to 5-in. cal.
FEENEY'S NURSERY
Bustleton Pike Feasterville, Pa.
2 miles from Phila. exit of turnpike

MAPLES
COLLECTED ACER
RUBRUM AND SACCHARUM
from whips to 4-in. caliper.
CURTIS NURSERIES, INC.
Callicoon, N. Y.

Acers, saccharum and rubrum	100	1000
1 to 1½-in. cal.	$120.00	$1000.00
1½ to 2 -in. cal.	240.00	2200.00
2 to 2½-in. cal.	500.00	4500.00

R. H. Rogers Nursery, Cooperstown, N. Y.

Acers, saccharum and rubrum

2 to 2½-in. cal., B&B	$12.00 each
3 to 3½-in. cal., B&B	24.00 each
4 to 4½-in. cal., B&B	50.00 each

R. H. Rogers Nursery, Cooperstown, N. Y.

PACHYSANDRAS

800,000 PACHYSANDRAS

Hand-selected, field-grown cuttings.
$35.00 per 1000.

Free packing, check with order.

MARTIN VIETTE NURSERIES
Route 25-A East Norwich, L. I., N. Y.
Phones, WElls 1-2372 or PErshing 1-6255

200,000
PACHYSANDRAS
Strong rooted cuttings from July, 1960.
Ready now for spring delivery.
$38.00 per 1000.
$35.00 per 1000, lots of 5000 or more.
Check with order. Prompt shipment.
Write for free sample.
TOWN & COUNTRY NURSERY
4202 Fordleigh Rd. Baltimore 15, Md.

PACHYSANDRA TERMINALIS

	Per 100	Per 1000
1-yr., field-grown	$ 5.00	$ 45.00
3000 or more plants	....	42.50
2¼-in., pot-grown	11.50	105.00

HANSEN BROS. NURSERIES, INC.
Narberth, Pa.

PACHYSANDRAS
Shipped now or reserved for you.
Foliage fed. Greenhouse grown.
Rooted in clean, white, silica sand.
$35.00 per 1000.
THE JOSEPH F. MARTIN CO.
Painesville, O.

Pachysandras, strong plants, grown in soil frames with light shade. First-class stock, $6.50 per 100, $53.00 per 1000; $50.00 per 1000 for 5000 or more, including good packing. Peekskill Nursery, Shrub Oak, N. Y.

PACHYSANDRA TERMINALIS
1-yr., field-grown, $60.00 per 1000.
HILLCREST GREENHOUSES
Miller Park Franklin, Pa.

PACHYSANDRAS
1-yr.-old, frame-grown, well-rooted cuttings, $5.50 per 100, $43.00 per 1000; $40.00 per 1000 for 5000 or more. Order now for immediate delivery.
RUSSELL GUTHRIE
123 Franklin St. Tarrytown, N. Y.

PACHYSANDRAS
Strong rooted cuttings, $4.25 per 100, $40.00 per 1000. No C.O.D. orders.
DUNWOODIE NURSERIES
6 Smart Ave. Yonkers, N. Y.

PEONIES

SURPLUS PEONIES

	3-5 eyes	2-3 eyes
BARONESS SCHROEDER	70	30
FELIX CROUSSE	63	10
FESTIVA MAXIMA	58	33
KARL ROSENFIELD	252	..
LADY ALEXANDRA DUFF	70	40
L' ETINCELANTE	50	13
MME. DE VERNEVILLE	45	16
MRS. FRANK BEACH	172	48
MARTHA BULLOCK	56	..
MONS. JULES ELIE	101	165
NIPPON BEAUTY	47	..
REINE HORTENSE	47	..
SARAH BERNHARDT	45	..
SOULANGE	29	..
VENUS	109	40

Strong, healthy, cut from young block. 3 to 5-eye, 30c each; 2 to 3-eye, 25c each. Will sell the entire lot for 5c less per plant.
HILLENMEYER NURSERIES
Lexington, Ky.

PEONIES
Adolphe Rousseau, Baroness Schroeder, Duchesse de Nemours, Festiva Maxima, Sarah Bernhardt, Lady Alex. Duff, Marie Lemoine, Mons. Jules Elie, Reine Hortense.
3-yr.-old, whole clumps, not divided, 6 eyes and up, $75.00 per 100, $700.00 per 1000; divisions, 3 to 5 eyes, $40.00 per 100, $350.00 per 1000.
VERKADE'S NURSERIES, WAYNE, N. J.

GRAFTED TREE PEONIES
Red, white, pink, purple, 1-yr., $10.00 per 10; 2-yr., $15.00 per 10; 3-yr., $25.00 per 10. Yellow, 1-yr., $3.00 each; 2-yr., $4.50 each.
A yellow Tree Peony for $1.50 with each $10.00 purchase; 10 yellows for $15.00 with each $50.00 purchase. Free Peony list.
ATHA GARDENS, WEST LIBERTY 6, O.

GRAFTED TREE PEONIES
Red, white, pink, purple and two-tone. 2-yr., $15.00 per 10, $125.00 per 100, in balanced assortment. 50 take 100 rate. Pot now for spring sales. Cash with order.
BROOKFIELD GARDENS
Box 88 Brookfield, O.

PHLOX

PHLOX SUBULATA
(Creeping Phlox)
Admiration, cameo-pink with white eye
Alba, an excellent pure white
Astro, deep orchid-rose
Atropurpurea, rich wine-red
Blue Hills, attractive medium blue
Butterfly, lilac blush, showy purple eye
Crimson Beauty, brilliant cyclamen-red
Dixie Brilliant, large red, slow grower
Red Wing, finest large flowering red
Sensation, bright pink with red eye
Transplants, $9.50 per 100, $90.00 per 1000.
Liners, $5.00 per 100, $45.00 per 1000.
250 or more of same variety at 1000 rate.
Prices are prepaid, we pay transportation.
Terms: Cash with order.
TANGLEWOOD FARM
P. O. Box 336-N Ph. 833-2588 Clinton, S. C.

For $4.00

you can offer that surplus in a classified ad of 10 lines on these pages—quickly and easily turning stock into cash.

At 40c PER LINE

you can keep a list of specialty items before trade buyers through the selling season at small cost.

Send your copy (count 6 average words to line) for the March 15 issue to reach us February 24.

Forms for the April 1 issue will close March 10.

AMERICAN NURSERYMAN

343 S. Dearborn St. CHICAGO 4, ILL.

CREEPING PHLOX (SUBULATA)
and TALL HARDY PHLOX
Well-developed, field-grown, best varieties.
Also 500 other popular perennials.
Available any time
for your best use and profit.
From cold storage for winter and early spring delivery.
ORDER EARLY
WELLER NURSERIES CO.
P. O. Box 1111 Holland, Mich.

PHLOX SUBULATA
Our field-grown creeping Phlox have proved to be money-makers for thousands of happy customers throughout the nation. 20 varieties available, at $14.00 per 100, 250 or more of 1 variety at 12c per plant. Write for our new colorful wholesale catalog today.
WALTERS GARDENS
R. R. 2, Zeeland, Mich.

PHLOX, UPRIGHT AND SUBULATA
Excellent plants for spring 1961. 32 varieties of upright Phlox and 9 varieties of subulata Phlox. All sand-grown.
Write now for list.
RICHARDS GARDENS
Box AN Plainwell, Mich.

PIERIS

ANDROMEDA
(Pieris japonica)
One of the most beautiful broad-leaved Evergreens.

	Per 100	Per 1000
1 to 2 ins.	$ 6.00	$ 50.00
2 to 3 ins.	8.00	75.00
4 to 6 ins.	15.00	140.00
6 to 8 ins.	20.00	190.00

300 at 1000 rate. Shipped prepaid to your nursery.
PLANE VIEW NURSERY
1355 W. Main Rd., Rt. 114 Newport, R. I.

PRIVET

GENUINE AMUR RIVER NORTH PRIVET
1-YR., 9 to 18 ins., 2 canes or more, cut back twice, $4.00 per 100, $35.00 per 1000. 300 or more at 1000 rate.
2-YR., 9 to 12 ins., heavy branches, mostly 3 and 4 cane, $7.00 per 100, $50.00 per 1000; 12 to 15 ins., $9.00 per 100, $70.00 per 1000; 15 to 18 ins., $12.00 per 100, $100.00 per 1000.
Free packing on 1-yr. for orders of 5000 or more. All others packing at cost. We will not ship 15 to 18 ins., 2-yr. Privet.
PAUL'S NURSERY
R. F. D. 3 Shelby, O.

Thousands of Amur River North Privet.

	Per 100	Per 1000
18 to 24 ins.	$3.00	$25.00
2 to 3 ft.	4.00	30.00
3 to 4 ft.	5.00	40.00

Immediate shipment. Satisfaction guaranteed. Robinson Nursery Co., Greenville, Ga.

CALIFORNIA PRIVET
18 to 24 ins., sheared, very nice, well-rooted.
HAUBERT NURSERY
Gordonville, Lancaster Co., Pa.

PYRACANTHAS

PYRACANTHAS
STRONG, HEALTHY 1-YR.-OLD.
EARLY RED
GRABERI
VICTORY
LALANDI
TRUE YELLOW (12 to 18 ins.)
18 to 24 ins., bed-grown, $15.00 per 100.
COTTAGE HILL NURSERY, LTD.
4000 Japonica Lane Mobile, Ala.

RHODODENDRONS

NAMED HYBRID RHODODENDRONS
Our special offer to budget customers for extra profits. Named Hybrid Rhododendrons in many varieties, 1½-yr.-old, well-branched, pinched twice and grown in lightweight peat moss. Ready to sell in a bright, green colored mache container, 6x7 ins., plus full color pictures attached to all plants. Ask for details as to price, varieties, etc.
WEST OREGON NURSERY
3550 N. W. Saltzman Rd. Portland 10, Ore.
Growers and shippers of a complete line of nursery stock.

RHODODENDRONS
Unnamed hybrids of hardy ponticum, catawbiense parentage. Good caliper and foliage for grafting, growing on or over-the-counter sales. Firm lightweight ball. Bed-grown, XX transplants.
6 to 8 ins. 30c
4 to 6 ins. 25c
Minimum order 50 units per lightweight, frost-proofed crate. State shipping method.
CASH WITH ORDER.
RICHARD RESSEL NURSERIES
R. 1, Box 125A Mulino, Ore.

RHODODENDRONS
Hardy, hybrid seedlings, liners.
Write for prices and sizes.
THE LEVICK NURSERY CO.
R. F. D. 3 Bridgeton, N. J.

RHODODENDRON—*Continued*

RHODODENDRON LINERS
Own-root
Well-established transplants
for field bed planting.
May 1 delivery.
In a wide range of varieties.
$85.00 per 100.
Packing free, cash with order.
Send for new list.
WELLS NURSERY
Box 141 Red Bank, N. J.

HYBRID RHODODENDRONS
Excellent quality,
for landscaping and garden centers.
PARMENTIER'S ROSES
Bayport, L. I., N. Y.
Phone Bayport 8-0811.

ROSEBUSHES

ROSES
2-yr., field-grown, state inspected; dug and shipped fresh from our own fields. Tied in bundles of 10 of a kind and variety. Terms: Cash, or 25 per cent cash and balance C.O.D. Packing free.
Priced each. F.O.B. Lindale or Tyler.

100 or more		300 or more	
No. 1 grade	35c	No. 1 grade	32c
No. 1½ grade	27c	No. 1½ grade	25c
No. 2 grade	20c	No. 2 grade	18c
Row-run			30c

RED	PINK
Better Times	Pink Radiance
Ami Quinard	Mrs. Chas. Bell
Night	Editor McFarland
Red Radiance	Shell Radiance
Etoile de Hollande	Columbia
Rouge Mallerin	Briarcliff
Poinsettia	The Doctor
Crimson Glory	Picture
Red Talisman	Pink Dawn
Texas Centennial	Pink Holland
Francis Scott Key	POLYANTHAS and FLORIBUNDAS
TWO-TONE	
Pres. Herbert Hoover	Ideal
Talisman	Golden Salmon
Betty Uprichard	Else Poulsen
Nellie Perkins	Floradora
Condesa de Sastago	Katharina Zeimet
Countess Vandal	Lafayette
WHITE	CLIMBERS
Frau Karl Druschki	Blaze
White Amer. Beauty	Caledonia
K. A. Victoria	Red Radiance
Koenigin Luise	Pink Radiance
Snowbird	Paul's Scarlet
YELLOW	Mrs. P. S. du Pont
Golden Charm	Talisman
Soeur Therese	White Amer. Beauty
Yellow Talisman	Poinsettia
Luxembourg	Golden Charm
Golden Sastago	Yellow Talisman
Eclipse	K. A. Victoria
Golden Dawn	Cecile Brunner
Mrs. P. S. du Pont	Etoile de Hollande

WELLS BROS. NURSERY
Box 625 Phone 12F4W Lindale, Tex.

EVERBLOOMING MINIATURE ROSES
World's largest selection, over 60 varieties. "Money-makers." See them or write for list. We ship branched own-root, 2¼-in. pot size.

*Recommended for forcing	Per 10	Per 100
*RED, Spring Hill's choice	$4.00	$35.00
CUPIDO, nearly black-crimson	4.50	40.00
*MIDGET (pat. 446), fine rose-red	4.50	40.00
*MON PETIT, cherry-red	4.50	40.00
*OAKINGTON RUBY, favorite red	4.50	40.00
PRINCE CHARMING, crimson	5.00	45.00
*PINK, Spring Hill's choice	4.00	35.00
BABY BUNTING, cameo-pink	5.00	45.00
POMPON DE PARIS, pink	4.50	40.00
ROULETTI, pink Swiss Alpine	4.50	40.00
SIMPLE SIMON, new salmon-pk.	6.00	55.00
*WHITE, Spring Hill's choice	4.00	35.00
PIXIE (pat. 408), tiny dbl. white	4.50	40.00
*WHITE FAIRY, best for forcing	4.50	40.00
PRESUMIDA, orange bicolor	4.50	40.00
BABY GOLD STAR (pat. 407)	6.00	....
BIGGER FLOWERING MINIATURES		
*CAROLYN, sunset orange-red	$5.50	$50.00
CRI-CRI, imported orange	6.00	55.00
*GRANADINA, imported crimson	5.50	50.00
JACKIE, golden yellow to cream	4.50	40.00
JULIETTE, vivid crimson	4.50	40.00
*PINK FAIRY, lovely soft pink	4.50	40.00
*POLKA DOT, finest pure white	4.50	40.00
*SPRING SONG, rich rose-pink	5.00	45.00
*THE MARR, terra-cotta red	5.00	45.00

SPRING HILL NURSERIES CO.
300 acres of nursery stock. Visit us! Write!
Dept. AN-F-60 F.O.B. Tipp City, O.

ROSES
Constant research by the Texas Rose Foundation, Inc., plus our 40 years of experience in producing and processing Roses, assures you of the best quality Rose than can be produced.
Write for bare-root and packaged listings of over 140 different patented and non-patented varieties.
L. C. HOUSE & SONS NURSERIES
Dept. 24 Tyler, Tex.
Phone LY 2-2671

Rosebushes, 130 varieties. Old and new favorites. Many of the hybrid tea varieties were 4 to 5 ft. tall December 9, 1960, when this ad was sent in. Foliage very clean. These Roses will please your customers. Send for our list before you buy.
P. O. Tate Nursery, R. 3, Tyler, Tex.

ROSEBUSHES
We grow our own Rosebushes and have over 120 varieties (patent and standard, OLD and NEW) to choose from. Our Rosebushes are grown 2 yrs. in the field under the expert supervision of one of the world's leading plant pathologists, using the Manzate-Triton method of disease control. Our Rosebushes are clean, healthy and just bursting with energy. Bare-root BULK Roses are packed FREE in corrugated Poly.-lined boxes. Please write, wire or telephone for our new variety and prices lists.
MARTIN'S ROSE NURSERY
P. O. Box 155 Phone UL 9-2191 Arp, Tex.

TREE ROSES
Select No. 1 grade standards. Varieties include current A. A. R. S. winners Duet and Pink Parfait, also Garden Party, Kordes Perfecta, Lavender Girl, Pink Peace as well as latest introduction Suspense and many others.
Our bush Rose crop is finest in a decade. We offer only quality stock at competitive prices. Write for complete list, then
Buy the best—Buy Klyn's.
GERARD K. KLYN, INC.
In the heart of famous Lake County
Mentor, O.

POLYANTHA ROSES
Completed grade counts show surplus varieties and grades as follows:

	XXX	XX	No. 1½	No. 2
Triomphe Orleanais	..	X	X	X
Mother's Day	X	X	X	X
Margo Koster	..	..	X	X
Dick Koster	..	X	X	X
Pink Koster	X	X	X	X

Catalog and volume prices on request.
GERARD K. KLYN, INC.
In the heart of famous Lake County
Mentor, O.

FINEST QUALITY ROSES SINCE 1923
Wide selection of non-patent and patent varieties, grown under a consistent and thorough spray program.
Your choice of BARE-ROOT OR PACKAGED Roses.
Write for list.
VERMAY NURSERY CO.
Dallas Highway Tyler, Tex.
Dept. 11. Phone LY 4-4432

THE SEASON'S BEST DEAL
See for yourself
by
sending for our 1960-61 trade list.
WE STILL OFFER YOU A CHOICE OF
BARE-ROOT AND PREPACKAGED,
PATENT AND STANDARD ROSES.
NEW LONDON ROSES
"The Rose Nursery"
P. O. Box 876 Overton, Tex.

ROSES
Profit-wise nurseries, garden centers and mail-order firms depend on ARP ROSES.
Glittering packs to display. Bare-root for container or landscape. All-America Selections. Catalog and wholesale price list.
ARP NURSERY CO.
Box 3338-A Tyler, Tex.

9,500 Active Nurserymen
are in need of stock.
List your offerings in the
American Nurseryman Classified Section.

ROSE STOCK

MULTIFLORA ROSE
Top quality plants for living fences and conservation plantings.

Root-crown caliper	Approximate height	Per 1000
2 to 3 mm.	8 to 15 ins.	$12.50
3 to 5 mm.	12 to 18 ins.	17.50
3 to 8 mm.	12 to 24 ins.	22.50
5 to 12 mm.	18 to 36 ins.	38.50

UNDERSTOCK. Straight shanked seedlings grown especially for understock. Nematode free. Expertly graded to suit the most particular.
4 to 6 mm. ..... $27.50 per 1000
2 to 4 mm. ..... 17.50 per 1000
The above prices are F.O.B. Griggsville, Ill., nursery. All tops cut back to 10 ins. at shipping unless otherwise requested. Our storage facilities are the best. ORDER NOW for spring delivery. 10 per cent discount in lots of 10,000 or over; special quotations on larger quantities. For less than 1000 add 30 per cent. Packing at cost.
FARM LANDSCAPE CO.
Route 3 Urbana, Ill.

MULTIFLORA ROSE
For living fence, conservation and budding understock. Hardy northern grown plants, nematode-free. Our sandy loam produces the finest root system. Our high quality is well known.

Caliper and approximate height	Per 1000
2 to 3 mm., 8 to 15 ins.	$12.50
3 to 5 mm., 12 to 18 ins.	17.50
3 to 8 mm., 15 to 24 ins.	22.50
4 to 6 mm., budding understock	27.50

Ask for quantity prices. We cut the tops back to about 10 ins., for shipping, unless you state otherwise. Prices are F.O.B. Glen Head. Packing at cost. For less than 1000, add 30 per cent.
BROOKVILLE NURSERIES
Box 53, Northern Blvd., Glen Head, L.I., N.Y.

THORNY ROSA MULTIFLORA
Straight shanked seedlings graded for understock.
6 to 8 mm. ..... $35.00 per 1000
4 to 6 mm. ..... 27.50 per 1000
2 to 3 mm. ..... 12.50 per 1000
Small conservation ..... 12.50 per 1000
No packing charge. F.O.B. Milford, Del. Tops cut back to about 16 ins. Special quotations on larger amounts.
DANEGGER'S HI-WAY NURSERY, INC.
P. O. Box 336 Milford, Del.

SEEDS

BLACK HILLS PONDEROSA PINE SEED
$2.50 per lb.
This is good, clean, 1960 seed.
Sample upon request.
MRS. EARL BAKER
Box 53 Custer, S. D.

Concolor Fir, 1959 seed, $2.45 per lb., 1 to 5 lbs. Add 50c extra for postage. 5 lbs. or more postpaid. Ponderosa Pine, $3.50 per lb., postpaid.
Zentz Seed Co., Box 296, Silver Cliff, Colo.

Junipers, clean seed: Virginiana (Platt), $3.00 per lb.; scopulorum (Colorado), $3.00 per lb. Home Nursery, Cuba, Kan.

SHRUBS AND TREES

MAIL ORDER ITEMS

	EACH, 100	1000
Acer palmatum atropurpureum (dark Red Japanese Maple), selected types, strong 3-yr. grafts, 18 to 24 ins.	$2.00	...
Buxus sempervirens, true, 2-yr. T (suitable for edging), 8 to 10 ins.	.20	$0.17½
Cornus elegantissima, 2-yr., 2 to 2½ ft.	.25	...
Cornus florida rubra (Pink-flowering Dogwood), 18 to 24 ins., 2-yr. grafts	.90	.75
Euonymus alatus compactus (dwarf Winged Euonymus), 2-yr., T, 10 to 15 ins.	.30	.25
Euonymus alatus compactus (dwarf Winged Eunoymus), 3-yr., T, 12 to 18 ins.	.45	.40
Fagus sylvatica riversi, 2-yr. grafts, 18 to 24 ins.	1.75	...
Ilex hetzi, 2-yr., T, 8 to 12 ins.	.30	.25
Ilex rotundifolia, 2-yr., T, 8 to 12 ins.	.30	.25
Magnolia soulangeana, 2-yr., T, cuttings, 18 to 24 ins.	.75	...
Picea pungens glauca (Colorado Blue Spruce), 4-yr., T, 6 to 9 ins.	.25	.20
Rhododendron carolinianum, 3-yr. TT, 6 to 10 ins.	.60	...
Rhus cotinus Royal Purple (new dark purple-red leaf Smoke-bush), 1-yr. grafts, bedded	.75	.60
Taxus cuspidata, 4-yr. TT, FR, 9 to 12 ins.	.60	.50
Taxus densiformis, 4-yr. TT, FR., 9 to 12 ins.	.75	.60
Thuja nigra, 2-yr. T, 12 to 15 ins.	.40	.35
Thuja orientalis aurea nana, strong 2-yr. T, cuttings, 10 to 12 ins.	.50	.45
Viburnum carlesi, 3-yr. seedlings, 12 to 18 ins.	.40	.35
Viburnum wrighti, 2-yr., S., 15 to 18 ins.	.15	.12

WHERE QUALITY EXCELS
NO CHARGE FOR PACKING
C. HOOGENDOORN, NURSERYMAN
408 Turner Rd. Newport, R. I.

1961 SPRING WHOLESALE LIST

	Per 100	Per 1000
3-yr. liners, 2 TT (from cuttings)		
Hicks Taxus, 8 to 10 ins.	$30.00	$250.00
Cusp. Taxus, 8 to 10 ins.	28.00	230.00
Ilex rotundifolia, 8 to 10 ins.	22.00	200.00
Juniperus hetzi glauca, 8 to 10 ins.	22.00	200.00
Juniperus hetzi glauca, 10 to 12 ins.	25.00	220.00
Juniperus hetzi glauca, 12 to 14 ins.	28.00	230.00
Amer. Arbor. (dark green), 10 to 12 ins.	25.00	220.00

Heavy liners, well-sheared, 5 to 6-yr.-old, 3 to 4 TT. Ideal for containers. Nursery row dug. Bare-root.

	Per 100
Amer. Arborvitae, 20 to 24 ins.	$60.00
Juniperus hetzi glauca, 18 to 20 ins.	60.00
Ilex rotundifolia, 10 to 12 ins.	50.00
Andorra Juniper, 10 to 12 ins.	55.00
Andorra Juniper, 12 to 14 ins.	60.00
Pfitzer Juniper, 16 to 18 ins.	60.00
Forsythia Spring Glory, 24 to 30 ins.	60.00

250 plants at 1000 rate. Stock offered subject to prior sale. Free packing. F.O.B. Willoughby, O. Terms: 2 per cent discount for cash with order, or by express C.O.D. shipment. Open Sundays. Larger stock balled and burlapped to be picked up at nursery.
LITTLE ACRES NURSERY
R. D. 5, Chardon Rd. Willoughby, O.

FOTHERGILLA GARDENI
See Amerian Nurseryman, January 15, 1959.
2-yr. bedded plants ..... $50.00 per 100
RHUS COTINUS ROYAL PURPLE
1-yr. bedded cuttings ..... 50.00 per 100
MAHLSTEDE BROS.
5323-51 Wilson Mills Rd., Cleveland 24, O.

ROOTED CUTTINGS, 1-YR. BEDDED

	Per 100	Per 1000
Azalea hinodegiri, 4 to 6 ins.	$12.00	.....
Azalea Hino-Crimson, 4 to 6 ins.	12.00	.....
Buxus Sempervirens, 4 to 6 ins.	10.00	$ 90.00
Chamaecyparis cyano viridis, 4 ins.	12.00	.....
Chamaecyparis lutescens, 4 to 6 ins.	10.00	90.00
Ilex bullata, 4 to 6 ins.	10.00	90.00
Ilex crenata, 4 to 6 ins.	12.00	90.00
Juniper, Andorra, 4 to 8 ins.	12.00	100.00
Juniperus hibernica, 4 to 6 ins.	12.00	100.00
Juniperus hetzi, 4 to 6 ins.	12.00	100.00
Juniper, Pfitzer, 4 to 6 ins.	12.00	100.00
Juniperus stricta, 4 to 6 ins.	12.00	100.00
Juniperus communis aurea, 4 to 6 ins.	12.00	.....
Leucothoe catesbaei, 4 to 6 ins.	12.00	.....
Pachysandras	4.00	35.00
Pieris japonica, 4 to 8 ins.	12.00	100.00
Pyracantha lalandi, 4 to 8 ins.	10.00	90.00
Retinispora plumosa aurea, 6 to 8 ins.	10.00	90.00
Retinispora plumosa, 6 to 8 ins.	10.00	90.00
Taxus brevifolia, 4 to 6 ins.	10.00	100.00
Taxus browni, 4 to 6 ins.	12.00	100.00
Taxus brevimedia, 4 to 6 ins.	10.00	100.00
Taxus capitata, tips, 6 to 8 ins.	15.00	125.00
Taxus cuspidata, 4 to 6 ins.	12.00	100.00
Taxus cuspidata F&F compacta, 4 to 6 ins.	15.00	125.00
Taxus densiformis, 4 to 6 ins.	15.00	125.00
Taxus canadensis stricta	12.00	100.00
Taxus hatfieldi, 4 to 6 ins.	12.00	100.00
Taxus henryi, 4 to 6 ins.	15.00	125.00
Taxus hicksi, 4 to 6 ins.	12.00	100.00
Taxus intermedia, 4 to 6 ins.	12.00	100.00
Taxus Moon's columnaris, 4 to 6 ins.	12.00	100.00
Taxus repandens, 4 to 6 ins.	12.00	100.00
Taxus Vermeulen, 4 to 6 ins.	12.00	100.00
English Ivy	4.00	35.00
Thuja globosa, 5 to 8 ins.	12.00	100.00
Thuja pyramidalis, 4 to 6 ins.	10.00	90.00
Thuja nigra, 5 to 8 ins.	10.00	90.00
1-YR. SEEDLINGS		
Acer palmatum, 4 to 6 ins.	6.00	50.00
Black Locust (Robinia pseudoacacia), 12 to 18 ins.	6.00	50.00
Taxus capitata, 3 ins.	4.00	30.00
Chinese Chestnut, 12 to 18 ins.	10.00	80.00
2-YR. SEEDLINGS		
Taxus capitata, 4 to 6 ins.	7.00	60.00
(in large quantity, $50.00 per 1000)		
Azalea mollis, 4 to 8 ins., transplanted	12.00	.....
Taxus capitata, 6 to 10 ins. (3-yr. seedlings)	10.00	90.00
(in large quantity, $75.00 per 1000)		

ROOTED CUTTINGS, 2-YR. BEDDED

	Per 100	Per 1000
Juniperus hetzi, 8 to 12 ins.	$20.00	$190.00
Retinispora pisifera aurea, 8 to 12 ins.	20.00	.....
Retinispora plumosa aurea, 8 to 12 ins.	20.00	190.00
Retinispora plumosa, 8 to 12 ins.	20.00	190.00
Pieris japonica, 6 to 10 ins.	20.00	190.00
Taxus cuspidata, 6 to 8 ins.	20.00	150.00
Taxus cuspidata F&F compacta, 6 to 8 ins.	25.00	200.00
Taxus intermedia, 6 to 8 ins.	20.00	150.00
Taxus browni, 6 to 8 ins.	20.00	150.00
Taxus hicksi, 6 to 8 ins.	20.00	150.00
Taxus brevifolia, 6 to 8 ins.	20.00	150.00
Taxus repandens, 6 to 8 ins.	20.00	150.00
Ilex bullata, 6 to 8 ins.	15.00	150.00
4-YR. TRANSPLANTS		
Taxus capitata, 8 to 12 ins.	20.00	150.00
Picea engelmanni, 5 to 8 ins.	8.00	70.00
Picea excelsa, 6 to 12 ins.	12.00	100.00
Picea pungens glauca, 6 to 10 ins.	12.00	100.00
Pinus mughus Tyrolean, 4 to 6 ins.	20.00	.....
Thuja occidentalis, 8 to 12 ins.	12.00	.....
Tsuga canadensis, 5 to 8 ins.	10.00	90.00
Tsuga canadensis, 8 to 10 ins.	15.00	140.00
Tsuga canadensis, 10 to 12 ins.	20.00	190.00
5-YR. TRANSPLANTS		
Douglas Fir, 12 to 18 ins.	10.00	80.00
Concolor Fir, 6 to 10 ins.	15.00	130.00
Tsuga canadensis, 12 to 15 ins.	30.00	250.00
Picea pungens glauca, 12 to 18 ins.	20.00	140.00
Picea (White Spruce), 12 to 18 ins.	10.00	80.00
Picea excelsa, 12 to 18 ins.	10.00	80.00

POT-GROWN GRAFTS

	Per 100
Acer palmatum atropurpureum	$ 65.00
Fagus sylvatica riversi	60.00
Magnolia stellata	60.00
Magnolia Water Lily	60.00
Picea moerheimi	100.00
Picea pungens glauca hoopsi	125.00
Picea kosteriana	100.00
Pinus cembra	60.00

VAN DINE NURSERY
Berdan Ave. Wayne, N. J.

SURPLUS STOCK
HELP! HELP! HELP!
FORCED TO SELL OUT
9 ACRES OF NURSERY STOCK.
LAND MUST BE CLEARED BY JULY 1, 1961
Good selection of quality trees, shrubs and evergreens at give-away prices.
SEND FOR OUR LIST
Phone ORiole 6-0630. DO IT NOW!
E. H. MOUQUIN, INC.
Old Brookville, P. O. Glen Head, N. Y.

EVERGREEN SEEDLINGS

	100	1000
SCOTCH PINE (French or Spanish strain)		
2-yr. seedlings (2-0), 4 to 8 ins.	$ 5	$ 25
3-yr. seedlings (3-0), 8 to 16 ins.	8	40
WHITE PINE		
3-yr. seedlings (3-0), 5 to 10 ins.	8	40
4-yr. transplants, grafting size	15	75
MUGHO PINE		
4-yr. seedlings (4-0), 4 to 8 ins.	10	50
4-yr. transplants (3-1), 3 to 5 ins.	15	75
JAPANESE BLACK PINE		
2-yr. seedlings (2-0), 4 to 8 ins.	9	45
3-yr. seedlings (3-0), 8 to 14 ins.	12	60
WHITE SPRUCE		
3-yr. seedlings (3-0), 8 to 14 ins.	8	40
5-yr. transplants, grafting size	20	100
NORWAY SPRUCE		
3-yr. seedlings (3-0), 10 to 18 ins.	9	45
5-yr. transplants, grafting size	25	125
COLORADO BLUE SPRUCE		
3-yr. seedlings (3-0), 6 to 12 ins.	9	45
5-yr. transplants (3-2), 8 to 14 ins.	35	175
CANADIAN HEMLOCK		
3-yr. seedlings (3-0), 8 to 12 ins.	16	80
CONCOLOR FIR		
3-yr. seedlings (3-0), 6 to 12 ins.	8	40
4-yr. seedlings (4-0), 8 to 14 ins.	11	55
4-yr. transplants (3-1), 4 to 8 ins.	16	80
5-yr. transplants (3-2), 8 to 12 ins.	25	125
FRASER FIR		
2-yr. seedlings (2-0), 2 to 4 ins.	8	40
3-yr. seedlings (3-0), 5 to 10 ins.	12	60
BALSAM FIR		
3-yr. seedlings (3-0), 4 to 8 ins.	8	40
4-yr. transplants (3-1), 4 to 8 ins.	15	75
BARBERRIES, GREEN		
2-yr. seedlings (2-0), 6 to 12 ins.	8	40
2-yr. seedlings (2-0), 12 to 18 ins.	10	50
WHITE FLOWERING DOGWOOD		
Seedlings, 4 to 8 ins.	7	35
Seedlings, 12 to 24 ins.	12	60

MUSSER FORESTS, INC.
Box 16MC Indiana, Pa.

SHRUBS AND TREES

	Each, 100	1000
Euonymus alatus		
2 to 3 ft.	$0.85	$0.80
3 to 3½ ft.	1.15	1.00
Euonymus alatus compactus		
24 to 30 ins.	1.15	1.00
2½ to 3 ft.	1.50	1.25
Prunus cistena		
2 to 3 ft.	.70	.65
3 to 3½ ft.	.85	.80
LINING-OUT STOCK		
Arborvitae, Woodward globe		
9 to 12 ins.	$0.50	$0.40
12 to 15 ins.	.60	.50
Arborvitae, pyramidal		
15 to 18 ins.	.50	.40
18 to 24 ins.	.60	.50
Juniperus hetzi		
12 to 15 ins.	.40	.35
18 to 24 ins.	.50	.45
Juniperus pfitzeriana		
9 to 12 ins.	.35	.30
18 to 24 ins.	.50	.45
Taxus cuspidata		
9 to 12 ins.	.45	.40
Taxus hicksi		
6 to 9 ins.	.50	.45
Euonymus alatus compactus		
2-yr., T, 9 to 12 ins.	.25	.20

FANCHER'S NURSERY, Sturtevant, Wis.

NURSERY STOCK
Good strong plants grown in sterile peat moss and loamy soil. Fine color, fibrous-root system.

	Per 50	Per 100
Ilex bullata, 8 to 12-in. cuttings, T, 2-yr., heavy	$8.50	$15.00
Ilex rotundifolia, 8 to 12-in. cuttings, T, 2-yr., heavy	7.50	12.50

	Per 10	Per 100
Camellia Sasanqua, Pink Snow, 12 to 18 ins.	$3.50	$30.00
2-yr., heavy	4.50	40.00
Camellia Sasanqua Chojiguruma and Maiden's Blush 12 to 18 ins.	2.50	20.00
2-yr., heavy	3.50	30.00
Photinia glabra (Red Tip) 18 to 24-in. cuttings, T	...	20.00
Magnolia soulangeana 18 to 24-in. cuttings, T, 2-yr.	4.50	35.00

Cash with order. Priced F.O.B. Mobile, Ala.
Write for complete list.
RAY DAVIS NURSERIES
R 1, Box 151 Mobile, Ala.

QUALITY NURSERY-GROWN STOCK
Transplants
Sweet Gum, Liquidambar styraciflua, 24 to 36 ins., $8.00 per 100, $75.00 per 1000.
SEEDLINGS
Pin Oak, (Quercus palustris), 8 to 16 ins.
Red Oak (Quercus rubra), 12 to 16 ins.
Tulip Poplar (Liriodendron tulipifera), 8 to 16 ins.
Sugar Maple (Acer saccharum), 8 to 16 ins.
Norway Maple (Acer platanoides), 8 to 16
Silver Maple (Acer saccharinum), 8 to 16 ins.
Flowering Dogwood (Cornus florida), 8 to 16 ins.
Washington Hawthorne (Crataegus cordata), 8 to 16 ins.
$4.00 per 100, $35.00 per 1000.
Tied in bundles of 25, 300 or more at 1000 rate. F.O.B. Hamlet, Ind. All plants nursery-grown in our own nursery.
STANLEY J. HENSLER
Forester-Nurseryman
Hamlet, Ind.

LANDSCAPE SIZE MATERIAL

Taxus media hatfieldi, 18 to 24 ins.	$2.75
24 to 30 ins.	3.25
Taxus cuspidata, 15 to 18 ins.	2.50
18 to 24 ins.	3.00
Taxus intermedia, 18 to 24 ins.	2.75
24 to 30 ins.	3.50
Taxus baccata repandens, 15 to 18 ins.	3.75
Taxus hicksi, 18 to 24 ins.	2.75
24 to 30 ins.	3.25
Ilex crenata, 18 to 24 ins.	2.25
Pieris japonica, 15 to 18 ins.	2.25
18 to 24 ins.	3.25
Ilex opaca (female), 3½ to 4 ft.	5.25
4 to 4½ ft.	6.25
Berberis julianae, 18 to 24 ins.	2.50
24 to 30 ins.	3.25

TURNEY'S LINCOLN WAY NURSERY
R. D. 2 West, Box 12 Coatesville, Pa.
1½ miles west of Coatesville on Route 30

SPECIAL PRICES
ON RED OAK SEEDLINGS

	Per 100	Per 1000
2 to 3 ft.	$15.00	$125.00
3 to 4 ft.	20.00	175.00

Are you needing large shade trees? Boy! We got 'em! Nursery-grown in 8-ft. rows:
Pin Oak, 3 to 6-in. caliper
Sweet Gum, 2 to 5-in. caliper
Ash, 4 to 6-in. caliper
American Linden, 3½ to 5-in. caliper
River Clump Birch, 10 to 12 ft.
Native trees in River Birch, rubrum Maple, Ash, Pin Oak, Gum, River Clump Birch, Sugar Maple, 1½ to 3-in. caliper
Write for special prices in quantity lots. Daily semi deliveries to Chicago area beginning March 1.
EGYPTIAN NURSERY & LANDSCAPE CO.
Phone 3551 Farina, Ill.

EVERGREENS, WHOLESALE
A wide selection of Evergreen seedlings and transplants, also hardwoods, shade trees, ornamentals, shrubs and flowering trees. Our selected seed with good heredity and scientific culture assures healthy trees with heavy roots for rapid growth.
Musser offers quality trees at a price made possible through large quantity production.
Our cold storage permits late shipments. No charge for packing and boxing. Ask for complete catalog and wholesale planting lists.
Our ad, which appears on pages 36-37 of this issue, shows a partial list of seedlings and transplants.
MUSSER FORESTS
Box 16-BC Indiana, Pa.

ANDORRA AND PFITZER JUNIPERS

Sheared	Each, 5-24
15 to 18 ins., B&B	$2.00
18 to 24 ins., B&B	2.50
24 to 30 ins., B&B	3.00
30 to 36 ins., B&B	4.00
AZALEA MOLLIS	
12 to 15 ins., B&B	1.75
15 to 18 ins., B&B	2.25
18 to 24 ins., B&B	2.75
MAHONIA AQUIFOLIUM	
Bare-root	Each, 100
3 to 8 ins., 3-yr.	$0.12
SOPHORA JAPONICA	
10 to 18 ins.	.14

ERNEST MILLER NURSERY
16453 State Rd. North Royalton 33, O.

LOMBARDY POPLAR

	Each, 25	100
2-yr., 2 to 3 ft.	$0.15	$0.10
We have a large quantity of above.		
3 to 4 ft.	.25	.15
4 to 5 ft.	.50	.25
5 to 6 ft.	.60	.40
These have been cut back twice.		
3-yr., heavy branched		
6 to 8 ft.	.75	.60
8 to 10 ft.	1.10	1.00
10 to 12 ft.	1.50	1.00

Packing at cost.
PAUL'S NURSERY
R. F. D. 3 Shelby, O.

HEAVY LANDSCAPE SHRUBS

	Each
500 Viburnum dentatum, 3 to 4	$0.60
600 Viburnum dentatum, 4 to 5	.70
100 Viburnum dentatum, 5 to 6	.90
130 Viburnum lantana, 3 to 4	.65
125 Viburnum lantana, 4 to 5	.70
300 Viburnum opulus, 3 to 4	.60
300 Viburnum opulus, 4 to 5	.70
100 Viburnum opulus, 5 to 6	.90
6000 Privet (Box) lodense, 12 to 15 ins.	.13
6000 Privet (Box) lodense, 15 to 18 ins.	.16
600 Willow, Arctic, 15 to 18 ins.	.20
400 Willow, Arctic, 18 to 24 ins.	.25

Not less than 10 each variety.
MOSES' NURSERIES, LIMA, N. Y.

TREES TREES
Maples, Pin, Red and Live Oaks, Willows, Birches, Crab Apples. Order your large sizes of B&B trees now so we can select them before they are picked over and dig them during the winter months when we can devote the amount of time to do the job just right. Burlap is treated and balls are protected in sawdust until you want delivery in late winter or spring.
Send for wholesale list showing varieties and reasonable prices for quality trees, shrubs, Evergreens, Azaleas.
THE TANKARD NURSERIES, Exmore, Va.

Dawn Redwood (Metasequoia).
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

SHRUBS AND TREES—*Continued*

LONDON PLANE TREE
Cutting-grown, straight. Sensibly priced.

	For B&B, 1-9	10-49	50 up	add
1 to 1½ ins.	$7.00	$5.90	$4.75	$3.00
1½ to 2 ins.	10.00	9.00	8.50	4.50
2 to 2½ ins.	14.00	13.00	10.50	8.50
2½ to 3 ins.	17.00	16.00	13.00	10.00
3 to 3½ ins.	20.00	18.00	17.00	12.50
3½ to 4 ins.	24.00	22.00	....	18.00

LEMMEN'S NURSERY
East Moriches, L. I., N. Y.
Phone ATlantic 4-0990

HEAVY LINERS FROM FIELD BEDS

	Per 100
Taxus hicksi, 2-yr., 8 to 12 ins., T.	$30.00
Taxus cuspidata, 2-yr., 8 to 12 ins., T.	30.00
Taxus capitata, 2-yr., 8 to 12 ins., T.	32.00
Taxus browni, 2-yr., 8 to 12 ins., T.	35.00
Taxus Vermeulen, 2-yr., 8 to 12 ins., T.	30.00
Taxus andersoni, 2-yr., 8 to 12 ins., T.	32.00
The above varieties in 3-yr., TT.	45.00
The above varieties in 4-yr., TT.	50.00
The above varieties in 5-yr., TTT.	65.00

STROHL'S NURSERY
5204 St. Joe Rd. Fort Wayne, Ind.

ORNAMENTAL SHRUBS
Crab Apples, 40 varieties; 1-yr. trees and limited number 3-yr. transplants. Descriptive booklet available.
Thundercloud Plum, 1-yr. and 3 yrs., 6 to 8 ft.
Winter King Hawthorn, 1-yr. whips and 3-yr. transplants, 6 to 8 ft.
Taxus and large plants of Magnolia soulangeana.
SIMPSON ORCHARD CO., INC.
1504 Wheatland Rd. Vincennes, Ind.
Phone TU 2-2441

COLLECTED, INSPECTED HARD MAPLE

	Each	Per 1000
2 to 4 ft.	$0.20	$175.00
4 to 6 ft.	.30	275.00
6 to 8 ft.	.50	450.00
8 to 10 ft.	1.00	850.00
10 to 12 ft.	1.50	1250.00

AMERICAN IRONWOOD (Ostrya virginiana)
6 to 8 ft. $1.00 each
8 to 10 ft. 1.50 each
THE SCOTCH GROVE NURSERY
Scotch Grove, Ia.

DWARF MAHONIA
Jack Mayhan is authority on mountain-grown Mahonia. This is a new variety selection, hardy as Oak. Very compact, dwarf. Ready now. 100,000 plants. All plants U. S. D. A. inspected. Cash in on my many years' experience.
2-yr., T, $20.00 per 100, $150.00 per 1000.
Few 12 to 15 ins.,
5 to 6-yr. finished plants, $3.00 each.
Cash with order. Full return 5-day privilege.
MAYHAN NURSERY, VERADALE, WASH.

LITTLE LEAF EUROPEAN LINDEN
FINE QUALITY, GOOD HEADS.
FIBROUS ROOTS

	10-49	50-250
6 to 8 ft., 1 to 1¼-in.	$ 4.50	$ 3.60
8 to 10 ft., 1¼ to 1½-in.	7.00	5.50
9 to 11 ft., 1½ to 1¾-in.	9.00	7.25
10 to 12 ft., 1¾ to 2-in.	12.00	10.00
11 to 13 ft., 2 to 2½-in.	15.00	12.00

PRINCETON NURSERIES
Princeton, N. J.

CHINESE ELM SEEDLINGS
6 to 12 ins. $10.00 per 1000
12 to 18 ins. 15.00 per 1000
18 to 24 ins. 22.50 per 1000
2 to 3 ft. 35.00 per 1000
RUSSIAN OLIVE SEEDLINGS
12 to 18 ins. $25.00 per 1000
18 to 24 ins. 37.50 per 1000
2 to 3 ft. 55.00 per 1000
ROGERS & KOPPENHEFFER NURSERY
2029 Judson Dr. Manhattan, Kan.

RHODODENDRONS
Hybrids in varieties. True Red Jap. Maples, also the new Bloodgood variety. Own-root grown. Liners and finished plants. Our complete list of many items of choice nursery stock is now ready. See our beautifully grown Taxus, Ilex, Azaleas, etc.
GERARD K. KLYN, INC.
Mentor, O.
Wholesale Nurserymen

PLATANUS ACERIFOLIA
(London Plane, best strain.)

	Each, 100	1000
1 to 2 ft.	$0.18	$0.14
2 to 3 ft.	.25	.18
3 to 4 ft.	.35	.25
4 to 5 ft.	.45	.35
5 to 6 ft., transplants	1.50	1.25

BULK'S NURSERIES, INC.
610 W. Montauk Hwy., Babylon, L. I., N. Y.

TRANSPLANTED SHADE TREES	Each
Green Ash, 1¼ to 1½-in. cal.	$3.00
Silver Maple, 1½ to 2-in. cal.	3.00
Chinese Elm, 1½ to 2-in. cal.	3.00
Thornless Honey Locust, 1¼ to 1¾	3.00
Sycamore, 1½ to 2-in. cal.	3.00

KINAST NURSERY
On Route 173, 2 miles west of Route 45.
P. O. Box 286 Antioch, Ill.
Phone Antioch 2222

Small Ads Do Great Things in the American Nuseryman Classified Section.

COLLECTED STOCK
CANADIAN HEMLOCK
SUGAR MAPLES
BIRCH CLUMPS, FERNS
AND WILDFLOWERS
Send for wholesale list.
LAMPREY RIVER NURSERY
Radford H. Palmer
R. F. D. 1 Durham, N. H.

WILLOWS

Salix tortuosa (Corkscrew)	Each
200 4 to 5	$1.25
200 5 to 6	1.75
100 6 to 8	2.50

MOSES' NURSERIES, LIMA, N. Y.

Flowering Quince liners, the best varieties, including some rare ones.
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

STRAWBERRIES

PACKAGED STRAWBERRY PLANTS
For your retail trade, packed in polyethylene. 25 plants wrapped in attractive colored picture package, each with complete growing guide.
Blakemore, Dunlap, Robinson, Tenn. Beauty, Aroma, Armore, 20 package crate, $7.00; 40 package crate, $14.00.
Pocahontas, Surcrop, Dixieland, 20 package crate, $7.50; 40 package crate, $15.00.
Ozark Beauty and Ogalalla, the very best everbearing, 20 package crate, $10.00; 40 package crate, $20.00.
Bulk plants in bundles of 25, packed 1000 plants to crate. Blakemore, Dunlap, Robinson, Tenn. Beauty, Aroma, $8.00 per 1000. Surcrop, Dixieland, Armore, $9.00 per 1000. Pocahontas, $10.00 per 1000.
All plants certified and virus-free.
Prompt shipment. Live arrival guaranteed.
SHANK FARMS, GRANBY, MO.

STRAWBERRY PLANTS
Certified and virus-free; choice, well-rooted. Blakemore, Tenn. Beauty, Robinson, Dunlap, Aroma, $8.00 per 1000. Dixieland, Surcrop, Armore, $9.00 per 1000. Pocahontas, $10.00. Everbearing Ozark Beauty and Ogalalla, $18.00 per 1000. Well-packed in bundles of 25. Prompt shipment. Live arrival guaranteed.
HAMES STRAWBERRY NURSERY
Goodman, Mo.

Sell Stock Quickly and Easily with American Nurseryman Classified Ads.

TAXUS

TAXUS CAPITATA
Upright Japanese Yew,
grown from Japanese imported seed.
2-yr. seedlings. Seed sown lightly.

	1000	10,000
75,000 2-yr. seedlings, 4 to 6 ins.	$75.00	$600.00
65,000 2-yr. seedlings, 6 to 8 ins.	90.00	750.00

SHADE'S NURSERY
624 Colonial Club Dr. Harrisburg, Pa.
Phone Harrisburg KI 5-5417
5 miles east of Harrisburg on U. S. Route 22. Turn north at Inn. 22, nursery 1 mile north of U. S. Route 22.

TAXUS

	EACH, 100	1000
Brevifolia, 2-yr., T	$0.40	$0.35
Browni, 2-yr., T	.40	.35
Cuspidata, 2-yr., T	.40	.35
4-yr., TT, FR.	.60	.50
Densiformis, 2-yr., T	.45	.40
4-yr., TT, FR.	.75	.60
Hatfieldi, 2-yr.	.40	.35

WHERE QUALITY EXCELS. No charge for packing.
C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

TAXUS
Japanese Yew (capitata), from seed.
(3-2-3), 10 to 18 ins., T, $1.00 each.
Twice sheared, good color, massive roots.
(3-0), 3-yr., S, 4 to 8 ins.,
$85.00 per 1000, $10.00 per 100.
(2-0), 2-yr., S, bed-run, 2 to 6 ins.,
$60.00 per 1000, $7.50 per 100.
Also Pine, Spruce, Fir.
DENTON NURSERY
Route 1 Conneaut, O.

SHEARED, FINISHED LANDSCAPE PLANTS

	Each, 100	1000
TAXUS CUSPIDATA		
2 to 2½ ft.	$5.00	$4.00
2½ to 3 ft.	7.50	6.00
TAXUS INTERMEDIA		
2½ to 3 ft.	7.50	6.00

PALOMBO NURSERIES, INC.
131 Freeport Rd. Pittsburgh 15, Pa.

FINISHED STOCK
Taxus, browni, hicksi and cuspidata.
Send for price list and surprise yourself.
JOHN G. STROPKEY & SONS NURSERIES
485 Bowhall Rd. Painesville, O.

TAXUS
Hicksi, cuspidata, intermedia.
15 to 18 ins., sheared $1.75
18 to 24 ins., sheared 2.50
24 to 30 ins., sheared 3.50
FEENEY'S NURSERY
Bustleton Pike Feasterville, Pa.
2 miles from Phila. exit of turnpike

TAXUS.	100	1000
Densiformis, 2-yr., bedded	$20.00	$175.00
Browni, 2-yr., bedded	17.50	150.00

MAHLSTEDE BROS.
5323-51 Wilson Mills Rd., Cleveland 24, O.

TAXUS
STRONG UNROOTED CUTTINGS 1000
Taxus capitata (strong leaders) $35.00
BULK'S NURSERIES, INC.
610 W. Montauk Hwy., Babylon, L. I., N. Y.

VIBURNUMS

VIBURNUM HYBRIDS
Bitchiuense, 18 to 24 ins., 2 to 3 ft.
Burkwoodi, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.
Carlesi, 18 to 24 ins., 2 to 3 ft.
Chenaulti, 18 to 24 ins., 2 to 3 ft., 3 to 4 ft.
Juddi, 18 to 24 ins., 2 to 3 ft.
18 to 24 ins., $1.50; 2 to 3 ft., $2.50; 3 to 4 ft., $3.00.
B&B, ADD 50c.
VERKADE'S NURSERIES
New London, Conn.

VIBURNUM CARLESI
Fragrant Mayflower Viburnum.
2-yr. seedlings, 4 to 6 ins., $15.00 per 100, $125.00 per 1000; 6 to 8 ins., $20.00 per 100, $175.00 per 1000; 8 to 12 ins., $30.00 per 100, $250.00 per 1000. 3-yr. seedlings, 12 to 18 ins., $40.00 per 100, $350.00 per 1000.
WHERE QUALITY EXCELS. No charge for packing.
C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

VIBURNUM CARLESI COMPACTA (NEW)
This is a compact form of Viburnum carlesi with dark green leaves and buds up very readily.
Strong 2-yr. grafts, $125.00 per 100, $1000.00 per 1000.
WHERE QUALITY EXCELS. No charge for packing.
C. HOOGENDOORN
408 Turner Rd. Newport, R. I.

VIBURNUM RHYTIDOPHYLLUM
(Leatherleaf)
3½ to 4 ft. $3.50 each
4 to 5 ft. 4.00 each
5 to 6 ft. 5.00 each
Other items in trade list. Ask for it.
LINDLEY NURSERIES, INC.
Box H Greensboro, N. C.

Chinese Snowball, Viburnum macrocephalum sterile, liners.
Please see complete list on pages 106-107.
Templeton, Phytotektor, Winchester, Tenn.

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BALTIC AND ENGLISH IVY
Extra heavy, 2¼-in. pots, $135.00 per 1000.
EUONYMUS COLORATUS

	Each, 1000
Heavy layers	$0.10
6 to 10-in. transplants	.15
1-yr., field	.25
2-yr., field	.35

SCARFF'S NURSERY, INC.
New Carlisle, O.

VINES

	Each
Boston Ivy, 12 to 18 ins.	$0.30
18 to 24 ins.	.45
2 to 3 ft.	.50

Please write for quotations on 100 and 1000 lots.
DUGAN NURSERIES, INC.
Center St. Perry, O.

YUCCAS

YUCCA ALOIFOLIA (GLORIOSA)
Large egg can size, $1.25.
Larger caliper and overall size, $1.75.
Minimum quantity 25 plants. Cash only.
Other sizes and specimens available.
Beautiful field-grown stock.
Each plant shipped bare-root
in polyethylene bag.
Packing charge 5c per plant, F.O.B. ranch.
This is a first
from the largest Yucca grower.
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Ramirez Canyon Malibu, Calif.
Phone CRestview 1-8786

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SURPLUS NURSERY STOCK
Interested in substantial quantities of quality stock for wholesaling to garden centers, chain stores, landscapers and builders in New England. Write us today! Cash paid.
ARTHUR GAKLIS
"GOLD STAR" WHLSE. NURSERY SALES
South Ave. (R. 30), Weston 93, Mass

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HOLLAND BURLAP squares, for all needs. PLAIN, ROT-NOT GREEN plastic preserved. HALF MOON CO., Box 27A, Plainfield, N. J.

CANE STAKES

NATURAL BAMBOO STAKES

PER 100	½-⅝	⅝-¾	¾-1	1-1¼
4 ft.	$2.88	$3.44	$4.25	$5.60
5 ft.	3.60	4.30	5.30	7.00
6 ft.	...	5.16	6.36	8.40
7 ft.	...	6.02	7.42	9.80
8 ft.	...	6.88	8.48	11.20
10 ft.	...	...	10.60	14.00
12 ft.	...	...	12.72	16.30

Approximate thickness at bottom end.
F.O.B. Livonia, La. 2000 up, less 5 per cent; 5000 up, less 10 per cent.
A. C. PATTERSON, FRISCO, LA.
FORMERLY OF CENTERTOWN, KY.

CANE STAKES
A complete line of bamboo cane stakes, from 12 ins. to 8 ft. Available from 7 convenient freight-saving shipping points.
Write for details to America's largest horticultural bamboo distributor.
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695-N Grand Ave. Ridgefield, N. J.
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BAMBOO CANE STAKES
For greenhouse and nursery purposes.
All types and sizes.
Write for prices and quantity discounts.
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1313 W. Randolph St. Chicago 7, Ill.

OUTDOOR BAMBOO STAKES
All sizes for immediate delivery.
Ask for our Nursery Supply List.
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Egg cans or gallons,
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Punched egg cans, 8c,
at source of supply.
Punched gallon cans, 4c,
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WHITE CEDAR FLATS

Order by No.	Size	Price per 100	Wt. per 100
No. 1,	14x20x2¾-in.	$27.75	320
No. 2,	14x20x3¾-in.	32.00	400
No. 3,	12x16x2¾-in.	21.00	260
No. 4,	12x16x3¾-in.	24.75	275
No. 5,	14x16x2¾-in.	23.75	275
No. 6,	14x16x3¾-in.	28.00	290
No. 7,	15x22⅝x2¾-in.	31.50	380
No. 8.	15x22⅝x3¾-in.	35.75	425
No. 9,	11¼x22⅝x2¾-in.	25.75	320
No. 10,	11¼x22⅝x3¾-in.	29.50	400
No. 11,	14x16x5-in.	32.75	450
No. 12,	5x11x5-in.	16.75	160
No. 13,	5x16x5-in.	19.00	215
Plant boxes,	5½x11¾x2¾-in.	8.00	60
Plant boxes,	5x8½x2⅝-in.	5.50	45

Skeleton flats to carry TEKPAKS and similar growing containers. (Write us for price list.)

All other sizes quoted on request.
Bottoms and sides are ⅝-in. thick and ends are ¾-in. thick. Plant boxes are made of thinner lumber. Your name and address printed, up to 3 lines in black ink, on one or both end pieces at the following rates: $1.00 setup charge, plus ¾c per end piece. Shipped K.D. in units of 25. F.O.B. Cook. All shipments by truck unless otherwise specified.

QUANTITY DISCOUNTS
Order totaling $100.00 to $200.00, 5 per cent; $200.00 to $400.00, 6 per cent; $400.00 to $600.00, 7 per cent; $600.00 to $800.00, 8 per cent; $800.00 to $1000.00, 9 per cent; $1000.00 and over, 10 per cent.
TERMS: 2 per cent, check with order; 1 per cent 30 days, net 60.
H. C. HILL & SONS, INC.
Phone NOrth 6-3348 Cook, Minn.

CYPRESS FLATS
TOP GRADE FLATS THAT LAST

No.	Size I.S.M.	Per 100	Wt.
1,	14x20x2¾ ins.	$25.80	590
2,	14x20x3¾ ins.	30.00	680
3,	12x16x2¾ ins.	20.00	440
5,	14x16x2¾ ins.	22.50	510
7,	15x22¾x2¾ ins.	29.50	670
8,	15x22¾x3¾ ins.	33.80	780
9,	11¼x22¾x2¾ ins.	23.50	540

Any size to order. Bottoms and sides ¾-in. thick; ends ¾-in. All planed one side. 5 per cent discount on orders for 500 or more. Terms: Cash. Up to 3 lines printing, $1.00 setup charge plus 1c per end piece. Shipped K.D., units of 25. F.O.B. Williamston, N. C., truck.
H. C. HILL & SONS
P. O. Box 747 Williamston, N. C.
Phone SWift 2-4127

CYPRESS FLATS, K. D.
Finest stock obtainable. Guaranteed all clear heart. Size 20x15x3 ins. inside measure, $38.00 per 100.
1x1-in. Cypress stakes, pointed.
50 pcs. to bundle, 4 ft., $3.50 per bdl.
50 pcs. to bundle, 5 ft., $4.50 per bdl.
50 pcs. to bundle, 6 ft., $5.50 per bdl.
Ship same day.
YOHO & HOOKER, YOUNGSTOWN, O.

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DAHLIA OR TREE LABELS

	Priced per carton Plain	Painted
3⅛x⅝ ins., notched, not wired	$3.00	$3.60
3½x⅝ ins., wired (copper)	3.95	4.90
POT LABELS		
4x⅝ ins. (cartons 1000 each)	3.95	4.60
5x⅝ ins. (cartons 1000 each)	4.30	5.10
6x⅝ ins. (cartons 1000 each)	4.70	5.80
	Priced per carton Plain	Painted
8x⅝ ins. (cartons 500 each)	$3.50	$4.30
10x⅝ ins. (cartons 500 each)	4.20	5.10
GARDEN STAKES		
8x⅞ ins. (cartons 250 each)	3.00	3.60
10x ⅞ ins. (cartons 250 each)	3.30	3.90
11x1⅛ ins. (cartons 100 each)	2.00	2.40

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.
Catalog on request.
"We ship same day."
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VINYL PLASTIC AND PAPER LABELS
For pots, trees and shrubs, plain and printed, up to 6 lines, black, red or green ink. Available in 4 fadeproof colors. Plastic price cards, plain and printed (classified). Write for price list and samples. Mfg. by
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FINEST BLANK or PRINTED wood labels. BENJ. CHASE CO., VI. Sta., DERRY, N. H.

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"BRODLEAF," Best Holland PEAT MOSS. Gardner No. 110 and No. 85, Growers No. 120 Growers Jumbo No. 170. Two Bales Equal 3. HALF MOON CO., Box 27A, Plainfield, N. J.

PLANT TIES

"QWIK-TIES," NEW, IMPROVED
PLASTIC PLANT TIES
Guaranteed fade-proof.
Small, strong, almost invisible. Economical and easy to use. Packed in bundles of 250 ties for convenient use.

Size	Per carton of 10,000	Av. weight per carton
4-in.	$10.00	5 lbs.
8-in.	18.00	10 lbs.
12-in.	27.00	14 lbs.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

Classified Ads Offer Maximum
Results at Minimum Cost.

PLASTIC FILM

POLYETHYLENE FILM
Natural transparent, made from Du Pont Alathon, the amazing film for greenhouses.
.004 mil., all rolls 100 ft. long.
3 ft. wide by 100 ft. long..... $ 6.00 per roll
4 ft. wide by 100 ft. long..... 8.00 per roll
6 ft. wide by 100 ft. long..... 12.00 per roll
8 ft. wide by 100 ft. long..... 16.00 per roll
Other sizes available up to 20 ft. wide.
Send $1.00 for liberal sample.
3 ft. x 10 ft., postpaid.
Special deal for greenhouse construction.
5 rolls to 9 rolls, 25 per cent discount.
10 rolls or more, 33⅓ per cent discount.
"We ship same day."
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520 Williamson Ave. Youngstown 1, O.

GER-PAK POLYETHYLENE FILM
SUN-RESISTANT BLACK FOR MULCHING
.0015 MIL.
3 ft. x 500 ft. ..... $ 7.45 roll
3 ft. x 1000 ft. ..... 14.90 roll
4 ft. x 1000 ft. ..... 19.90 roll
NATURAL TRANSPARENT ONLY
.002 MIL. ALL ROLLS 200 FT. LONG
4 ft. 2 ins. x 200 ft. ..... 5.55 roll
8 ft. 4 ins. x 200 ft. ..... 11.10 roll
12 ft. x 200 ft. ..... 15.90 roll
NATURAL TRANSPARENT ONLY
.004 MIL. ALL ROLLS 100 FT. LONG
3 ft. x 100 ft. ..... 4.00 roll
4 ft. x 100 ft. ..... 5.30 roll
6 ft. x 100 ft. ..... 7.98 roll
8 ft. x 100 ft. ..... 10.65 roll
14 ft. x 100 ft. ..... 18.60 roll
MINIMUM ORDER .004 mil. 4 rolls up to 8 ft. Write for low prices on quantity orders. Other sizes and mil. weights available up to 40 ft. in natural and black film.
PHONE BALDWIN 3-8277
DAYTON NURSERY & GARDEN SALES
P. O. Box 763 Dayton 1, O.

POLYETHYLENE FILM
1½ mil., black, in 1000-ft. rolls, 3 ft. wide, $17.34; 4 ft. wide, $22.95.
2 mil., natural, in 200-ft. rolls, 4 ft. 2 ins. wide, $6.80; 8 ft. 4 ins. wide, $12.75; 12 ft. wide, $18.36.
4 mil., natural, in 100-ft. rolls, 3 ft. wide, $5.10; 4 ft. wide, $6.80; 6 ft. wide, $9.52; 8 ft. wide, $12.24; 10 ft. wide, $15.30; 12 ft. wide, $18.36; 14 ft. wide, $21.42; 16 ft. wide, $24.48; 20 ft. wide, $30.60; 24 ft. wide, $36.72; 28 ft. wide, $42.84; 32 ft. wide, $48.96; 40 ft. wide, $61.20.
6 mil. available in widths up to 40 ft.
15 per cent discount on orders over $24.00.
25 per cent discount on orders over $60.00.
40 per cent discount on orders over 25,000 sq. ft.
We pay freight if check is with order.
ROUGH BROS.
4229 Spring Grove Ave. Cincinnati 23, O.

POLYETHYLENE FILM
SAVE MONEY AT THESE LOW PRICES
.0015 mil., black, 3 ft. x 1000 ft. $12.75
.002 mil., clear, 4 ft. 2 ins. x 200 ft. 4.58
.004 mil., clear, 6 ft. x 100 ft. 6.60
.004 mil., clear, 16 ft. x 100 ft. 17.60
.006 mil., clear, 12 ft. x 100 ft. 19.80
Many other widths available in clear or black.
Save up to one-third. WHY PAY MORE?
Write for complete list of sizes and prices per roll.
SUPERIOR PLASTICS
1421 W. Chicago Ave. Chicago 22, Ill.

DUPONT'S WEATHERABLE MYLAR
5 mil., NEW TYPE W-1
(One side exposure.)
42 ins. wide x 100 ft. long roll $52.50
48 ins. wide x 100 ft. long roll 60.00
51 ins. wide x 100 ft. long roll 63.75
1000-ft. rolls, same widths, 13½c per sq. ft.
FREIGHT PREPAID, CASH WITH ORDER.
5 mil., TYPE W-2 (two side exposure) also available. Write for prices and information.
ROUGH BROS., INC.
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VIKING CLOTH—Plastic Sealed Burlap.
Let in light, Keep out Water, Wind.
In 50-yard rolls 5 ft. wide, $38.00.
Polyethylene, Clear, Black, Rolls, Sts.
HALF MOON CO., Box 27A, Plainfield, N. J.

Check Your Stock NOW!
If you have a surplus
sell it through the
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NEW LOW PRICES
WILSON HIGH IMPACT
POLYSTYRENE PLASTIC POTS
Attractive mottled green colors in utility grade, sold in original cartons only. All prices F.O.B. Dayton, O.

	Per 1000	Wt.
2 -in., round, 1000 case	$ 10.75	13 lbs.
2¼-in., round, 1200 case	11.75	18 lbs.
2½-in., round, 1000 case	14.50	22 lbs.
3 -in., round, 1000 case	18.25	36 lbs.
4 -in., round, 500 case	32.00	30 lbs.
5 -in., round, 300 case	63.00	38 lbs.
6 -in., round, 120 case	110.00	34 lbs.
7 -in., round, 72 case	170.00	30 lbs.
4 -in., round tub, 500 case	32.00	33 lbs.
6 -in., round tub, 120 case	100.00	25 lbs.
2¼-in., square, 1000 case	11.75	17 lbs.
2½-in., square, 1000 case	14.75	22 lbs.
3 -in., square, 1000 case	18.25	35 lbs.
4 -in., square, 500 case	33.00	33 lbs.
No. 10 Planta Can, 150 cases	120.00	45 lbs.

Also available in decorator colors. Write for quote on colors. Send fifty cents (50c) for complete set of samples postpaid.
DAYTON NURSERY & GARDEN SALES
P. O. Box 763 Dayton 1, O.
Phone BAldwin 3-8277

PLASTIC POTS—*Continued*

NEW HERCULITE SALES MAKER POTS
THE ONLY POT MADE FROM GREEN POLYETHYLENE COATED FIBER. FEATURES AERATION HOLES FOR HEALTHIER PLANTS.

PRICED PER 1000

No.	W.	Bottom	Hgt.	No. per ctn.	F.O.B. Dayton
55	5-in.	4-in.	5-in.	200	$ 50.00
66	6-in.	5-in.	6-in.	200	57.50
76	7-in.	6-in.	6-in.	100	62.50
79	7-in.	5½-in.	9-in.	100	70.00
86	8-in.	7-in.	6-in.	100	70.00
89	8-in.	6¼-in.	9-in.	100	80.00
99	9-in.	7-in.	9-in.	100	100.00
1010	10-in.	8-in.	10-in.	50	136.00
1212	12-in.	10½-in.	12-in.	50	246.00

Send $1.00 for complete set of sample pots, postpaid.
PHONE BALDWIN 3-8277
DAYTON NURSERY & GARDEN SALES
P. O. Box 763 Dayton 1, O.

PRINTING

Letterheads, 8½x11 ins.; envelopes, 6¾ size; 250 of each, $6.50, postpaid in U.S.A.
H. Grebe, 306 Union St., Royersford, Pa.

REED MATS

GUARD 'N SHADE
DUTCH-MADE REED MATS
Carefully woven with a generous amount of reed. Durable and easy to handle. Ideal for coldframe protection in spring and fall.
AVAILABLE IN 3 SIZES. F.O.B. ATLANTIC AND GREAT LAKES PORTS. 6x6-FT. SIZES AVAILABLE FOR IMMEDIATE SHIPMENT. WRITE FOR PRICES.
McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

SNOW FENCES

RED SNOW FENCES, BUY DIRECT
Standard 50-ft. roll, $8.95, F.O.B. Ideal for shade, windbreaks, etc. Prices going up. Order now.
JOHNSTON LUMBER, Box 17, Joplin, Mo.

SPHAGNUM MOSS

WISCONSIN'S FINEST SPHAGNUM
1960 crop, long, clean, heavy fibered, standard 12x14x43-in. bales, solid pack, burlap.
1 to 10, $1.80; 11 to 50, $1.75; 51 to 100, $1.70. F.O.B. Warrens, Wis.
Finest quality milled sphagnum, the ideal material for seed germination. 2½-bu. bags.
1 to 5, $2.00; 6 to 10, $1.90; 11 or more, $1.75 per bag. F.O.B. Warrens, Wis.
Satisfaction guaranteed. Prompt shipping via rail, express or truck. Contact us for special prices on quantity shipments via truck or rail on burlap or wire bales and milled sphagnum in 2½, 5 or 9 bu. bags. Prices subject to change.
WARRENS MOSS CO.
Box L Warrens, Wis.
PHONE TOMAH 625

Fresh, clean sphagnum moss, write, or phone City Point 133 for our low prices on wire-bound bales in truckloads or carlots.
Tony Jaromin, City Point, Wis.

Start Your Offer Now
in the American Nurseryman
And Watch Sales Climb

STAKES

CYPRESS PLANT STAKES
50 pieces to bundle.
1x1-in.—3 ft., pointed .....$3.00 per bundle
1x1-in.—4 ft., pointed ..... 3.50 per bundle
1x1-in.—5 ft., pointed ..... 4.50 per bundle
1x1-in.—6 ft., pointed ..... 5.50 per bundle
1x1-in.—7 ft., pointed ..... 7.00 per bundle
These stakes are made of cypress and redwood; are good, strong stakes and will give long service. "A little better than seems necessary."
WE SHIP SAME DAY!
YOHO & HOOKER
Youngstown, O.

STAKES, GALVANIZED HARD STEEL
GALVANIZED tree-guying WIRE.
HOSE for guy-wire PADDING.
Prices and samples sent on request.
SCHUPP SUPPLY CO., WILMETTE, ILL.

Plant Stakes, see large ad under Cane Stakes. McHutchison & Co., Ridgefield, N. J.

Turn your Surplus Stock
into cash
with a Classified Ad in
the American Nurseryman.

TAGS

PICTURE TAGS IN FULL COLOR
For Roses, shrubs and fruits.
Prompt shipment from stock.
Write for list of varieties, samples and prices.
THE ATLANTIC LABEL & SUPPLY CO.
110 North 13th St. Paterson 2, N. J.

CALIFORNIA NOTES

[Continued from page 123]

of west coast congressmen. It is predicted that the disease will cut the state's pear crop in half in 1962.

Burt Plath, H. Plath & Sons, South San Francisco, fell from the roof of one of the firm's growing houses before Christmas and now is beginning to get around. He also is happy about the birth of his first grandchild to his daughter.

General specifications for the tests on the planting of street and park trees to be used in the research program sponsored by the department of landscape horticulture, University of California at Davis, have been published. About 15 communities are joining in this co-operative study of the needs of trees used for street, container and park purposes throughout the state. Any park or street group in the state is being invited to participate. Uniform plantings, sources, culture and record taking will, it is hoped, provide information that can be used by others who will be responsible for such tree uses. The work is being headed up by Prof. Philip A. Barker, landscape horticulture department, University of California at Davis.

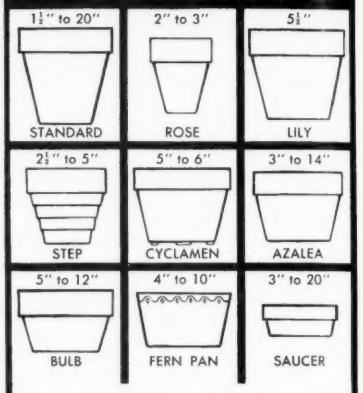
San Mateo county farm adviser Henry Sciaroni and his wife announced the December 27 birth of a son, Scott, their first child.

Several of California's savings and loan associations present to any who call at the offices a gallon-size shrub or plant each month. Some of the ornamental nurserymen resent this, feeling that it is business that is taken from their operations. Others indicate that the plants probably go to persons who would not buy them and who might become interested in home gardens through the start received this way.

Members of the San Francisco Rose Society, an affiliate of the American Rose Society, dedicated the San Francisco Rose Garden in the Golden Gate park January 8.

Several state experimental groups are testing the use of flame-resistant plants to reduce losses from brush fires. Three plants which seem to burn slowly under the hottest fire conditions are under study and it is hoped they might be planted along major highways and as fence lines near homes to prevent the fast spread of such fires and reduce the damage to watersheds and private property. The low-growing plants are not native to this country, but scientists working with them say there is no indication that they might overrun the areas in which they are planted

CARDINAL BRAND
The world's most complete line
Colchester
CLAY POTS



Only KAYSONS clay pots are made of famous COLCHESTER clay. Rich in minerals that promote healthy, vigorous growth, these pots of COLCHESTER clay are more porous . . . let your plants "breathe" more easily. A size and style for every planting need.

Write for prices and delivery information
KAYSONS MACOMB ILLINOIS

"GRANATE" CUTTING TOOLS

Imported tools of forged Solingen steel by Kamphaus, famous German toolmakers. Large selection of pruners to choose from in various sizes to fit your needs. New, colorful, plastic-covered handles make Kamphaus tools move fast in every garden shop. Knives for flower, garden and delicate nursery work available. Ask for descriptive catalog including information on hedge shears and tree-cutting equipment.

J-M TRADING CORP.
Dept. AN
4515 S. Western Blvd.
Chicago 9, Ill.

and there seem to be no indications that they would be harmful in any way to the native ground cover or forage crops.

The Stocking Rose Nursery, San Jose, held its annual rose pruning demonstration for the public January 7 and 8. Clyde Stocking, state rose authority and a past president of the California Association of Nurserymen and the American Association of Nurserymen, directed the work of the demonstrators.

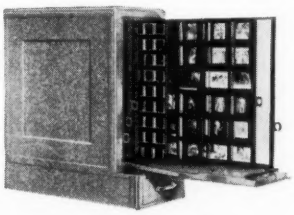
A bonsai nursery, featuring the popular hobby of dwarf tree growing, was opened at Palo Alto on January 14. The nursery will feature a complete line of bonsai trees, pots, soil and other supplies needed for this purpose.

In order to meet the demand for close-to-home vocational schools the state colleges are offering courses in various vocations, including home gardening, at several locations. This had the effect of reaching more people, of reducing the number in each class and of increasing the interest in the work. A case at point is the five locations which the College of San Mateo has selected for its spring courses in landscaping offered to professional and amateur gardeners. In the past these courses have been offered in the college classrooms. This year, in addition to their being held on the campus, classes are being held at Half Moon Bay, San Bruno, Hillsdale and a San Mateo high school. The instructors of these classes include commercial nurserymen, landscape contractors, county agricultural authorities and garden commentators and consultants.

The dry, cold winter in the northern part of the state and the dry weather throughout most of the rest of the state curtailed the business of most of the retail ornamental nurseries. Lower prices offered at garden centers operated by chain stores and cash-and-carry nurseries have added to the problems of the established organizations. Newcomers without full understanding of the costs of operation over a period of years and lack of spending on the part of the younger homeowner add still more to the over-all problem. Several of the older firms feel that either they should sell their property for commercial or residential sites and relocate or leave the business altogether or else reorganize on the newer methods of doing the ornamental nursery work. In spite of the general reports of unsatisfactory business on the part of the retailers, the wholesalers, in general, report that business has been good, prices at a satisfactory level and sup-

Let Multiplex help you do your selling job

Don't underestimate the powerful display value of the full-color illustrations and catalog sheets you have on blooming plants and decorative shrubs. Attach these clippings to the swinging wings of a Multiplex. They will attract customers and show them color of blooms and size of plants without taking your valuable time. Display wings are steel-framed with baked-on ebony finish to harmonize with any interior . . . used by nurserymen and florists everywhere. Let this modern display equipment help you make more money, too. Mail the coupon for complete information.



. . . also learn how you can best PROTECT YOUR SLIDES

More and more nurserymen are compiling outstanding collections of color slides . . . and the problem of storage and classification grows with the collection. Multiplex cabinets provide protection and convenience. Capacities range from 600 slides, 4x3¼ ins., to 6240 slides, 2x2 ins. Easy to remove or insert individual slides.

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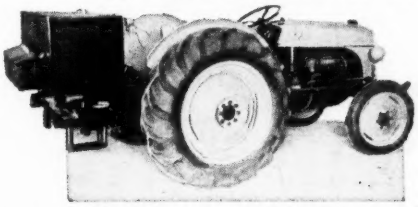
FOR CERTIFICATION OF NURSERIES



SKIBBE INSECTICIDE, HERBICIDE and FERTILIZER APPLICATOR

The spreader with the controllable spread.

Modified, approved and used by the plant pest control branch of a national agency for application of granular insecticides. Used by leading universities and growers. Ideal for the coming new granular herbicides.

Write for folder.

SKIBBE MFG. CO. Sodus, Mich.

plies of most items hardly up to the demand. So plants are moving and those who are modern in their operations seem to be thriving.

W. B. B.

OREGON CONVENTION

[Continued from page 13]

and Mrs. Charles H. Potter, executive secretary and assistant, respectively, during the past five years until their resignation January 1, 1961, for their work and paid tribute to F. M. Belknap for his good start as the new executive secretary.

President Vollstedt said he had presented an examination clause concerning the proposed landscape architect's licensing law at the landscape architects' state meeting. In his observations on things to come, President Vollstedt called attention to the doubling of population in Oregon, predicted within 20 years, and said that the industry is not ready for the growth. In fact, he said, nurserymen are only half-selling the people already here. He predicted that 20 years from now the business will be handled largely by chain store outlets. "Nurserymen have failed to keep up with the changes," he said. They must either merchandise or provide 100 per cent service and not try to stand in the middle. He suggested that more co-operative effort, such as advertising in garden magazines, may be the answer. This would call for a stronger association effort. There is no threat of replacement of nursery stock with something else, he said.

Charles Potter gave the executive secretary's report for 1960, in which he thanked members for co-operation. He cited increasing chapter growth and over-all membership growth during the past year, and reviewed some of the association's activities.

Mr. Belknap said a good program for the spring and summer had been lined up. Treasurer Paul Van Allen

WANTED and FOR SALE ADS

Help and Situation Wanted and For Sale Advertisements.

Display: $4.50 per inch, each insertion. **Liners: 40c** line; minimum order **$4.00.**

HELP WANTED

CHOICE OPPORTUNITY IN THE FIELD OF SALES

Immediate sales territories now open in Texas-Louisiana and in southern California. We are looking for aggressive, ambitious and imaginative men desirous of advancement. Age requirement, 28 to 36 years with horticultural experience. Sales experience essential.

You can represent one of America's most respected and progressive brokerage firms, featuring the sales-tested MAC-PAK line to garden centers and greenhouses.

A complete training program given each representative.

Salary, commensurate with experience, bonus, actual travel expenses paid and fringe benefits.

Send full particulars, plus photo, if available, for consideration.

McHUTCHISON & CO.
695-N Grand Ave. Ridgefield, N. J.

HELP WANTED

LANDSCAPE SALESMAN

A landscape salesman experienced in simple, functional landscape design; who is a good salesman of plant material and can keep the client happy from the first contact through the final payment of the bill.

GARDEN CENTER MANAGER

An experienced garden center manager, who can handle both plant sales and dry merchandise sales. He must be able to properly order, inventory, sell, and advertise, as desired.

Our organization is a well-established going business on Long Island, N. Y. and offers excellent opportunities for the right men.

LANDSCAPE ASSOCIATES, INC.
Northern Blvd. Brookville, L. I. N.Y.

HELP WANTED

LANDSCAPE DEPARTMENT HEAD

Young, progressive, garden center in the southeastern part of Pennsylvania needs experienced man to run entire landscape operation. Send resume to Box 805, care of American Nurseryman.

HELP WANTED

LANDSCAPE SUPERVISOR for Delaware nursery specializing in high-quality landscape work, mostly carriage trade. Applicant must take responsibility for execution of all landscape work (including hiring and firing connected with running four crews and maintenance of four trucks and other related equipment); also prepare bids for some project work. Designing by others. Applicant must be between 35 and 50 years old, interested in permanent association and must have horticultural background in commercial landscape field including: Good knowledge of cultural requirements of ornamental plants, ability to move large trees and experience with execution of large-bid projects. An unusual opportunity in a young growing business in a high-income community. Attractive salary, paid vacation. A. A. N. insurance and home in rural setting. Apply Box 2708, Wilmington 5, Del.

HELP WANTED

LANDSCAPE SALESMAN

With architectural ability. Should know plant material and proper usage of same. Unlimited sales potential both in home and industrial construction. Good salary and bonus. Permanent. Send references, full resume and photo in first letter. Write Box 799, care of American Nurseryman.

HELP WANTED

ASSISTANT MANAGER

Man to assist manager of retail garden center and nursery. Must be experienced or horticultural school graduate. Permanent and usual benefits. Send resume and picture. State starting salary desired.

THE GARDENER'S CENTER
1396 Post Rd. Darien, Conn.

HELP WANTED

LANDSCAPE and NURSERY SALESMAN

Large, prominent Philadelphia concern has opening, offering outstanding opportunities for man with proven ability. Highly profitable, permanent position. Earnings of $10,000 and up, plus profit-sharing plan. State full qualifications. Mail to Box 789, care of American Nurseryman.

HELP WANTED

Individual experienced in designing, estimating and selling landscaping, residential and/or commercial. Must be willing to develop prospects. Leads supplied by company. Well-established company with excellent six-county market in Delaware Valley. Opportunity to share in over-all company profits after two years' employment. Immediate compensation will be discussed during personal interview. Please submit full resume to Box 784, care of American Nurseryman. Replies confidential.

HELP WANTED

GENERAL NURSERY SUPERINTENDENT

Experienced in production with thorough knowledge of plants, spraying and balling, for small nursery. Attractive salary to qualified man. Good modern home on premises. Permanent; bonus and insurance benefits. Location upper midwest. Applicant must be above average in ability. Send full resume, with photo, references, salary expected and date available. Write Box 798, care of American Nurseryman.

HELP WANTED

LANDSCAPE SUPERINTENDENT

Man with practical experience to oversee and direct field operations of landscape crews doing private residential work. Should have working knowledge of gradng, wall and patio construction, stonework and soil needs and planting of materials up to 12-inch caliper. Must be able to meet and talk to clients on job, although no selling is required.

PALOMBO NURSERIES, INC.
131 Freeport Rd. Pittsburgh 15, Pa.

HELP WANTED

Competent landscape designer with broad knowledge of plant material, lawn construction and supervision. Southeast Pennsylvania location. Send complete resume to Box 800, care of American Nurseryman.

FOR SALE—Businesses may be offered for sale by use of a want ad liner such as this. Cost: 40c per line (minimum order $4.00). Your ad will be seen by more than 9800 American Nurseryman readers.

SITUATION WANTED

High school graduate desires position in nursery that would lead to position of propagator in the future. Willing to start at the bottom, but would only consider a nursery offering this ultimate goal. Has general knowledge of plant material, having worked in a garden center for 5 years. Likes nursery work and has a love for plants. 18 years old, husky, with aggressive mind. Earnest desire to learn. Would prefer mid-south or southern location; however, all opportunities will be considered. Write Box 796, care of American Nurseryman.

SITUATION WANTED

Michigan State University nursery and landscape management graduate with 20 years' experience, wishes position with a park, cemetery, private estate, city forestry department, nursery or landscape firm near Toledo, Ohio.

ROBERT J. FRANTZ
28231 Glenwood Rd. Perrysburg, Ohio
Phone: TR 4-7516

BUSINESS OPPORTUNITY

Landscape man and garden center manager wanted for small, neat, fast-growing retail nursery and garden center. Salary plus percentage or will take qualified partner, with ownership possible for qualified person in short time. Ideal location, plenty of land and parking space. 25 miles north of New York city, close to all leading parkways and New York state throughway.

CHESTNUT GROVE GREENHOUSES
365 Little Tor Rd. New City, N. Y.

SITUATION WANTED

GARDEN SHOP MANAGER

Available March 1 or sooner. Fully experienced in all phases of garden shop operations, sales, landscape design, etc. Proper schooling plus practical experience. Prefer Westchester, Rockland or Bergen counties. Mature, sober gentleman. Write Box 786, care of American Nurseryman.

SITUATION WANTED

MAINTENANCE OR LANDSCAPE FOREMAN

Nursery operator selling business desires employment in nursery work or maintenance of large estate, institution, etc. Experienced in landscaping, maintenance of trees, shrubbery, lawns, etc. Prefer west coast location, but will consider others. Write Box 801, care of American Nurseryman.

HELP WANTED

Experienced hard-working man capable of assuming responsibility as assistant manager of garden center in central New Jersey. Good salary with opportunity for advancement. Write Box 802, care of American Nurseryman.

HELP WANTED

Experienced young nurseryman as a salesman in retail landscape nursery and garden center business. Write full particulars of experience, salary required, etc. All replies confidential.

CASSINELLI'S GLENDALE NURSERIES, INC.
(Cincinnati, Ohio)
Box 415 Glendale, Ohio

WANTED

8 used sections of an Orlyt 13 greenhouse, with or without glass.

Would also like a good used 14x30-ft. redwood house.

RALPH O. ELSEA
4564 Old Stage Rd. Kingsport, Tenn.

FOR SALE

Garden center nursery, grossing $80,000 per year. All cash and carry, no credit extended. Operated 3 months in spring and 2 months in fall. Operation could be greatly enlarged by credit selling and branching into several allied fields. Plastic greenhouses, tools and machinery, new 17,500-sq.-ft. lath house, inventory and older home set on nearly 2 acres of land. Home is in need of repairs. Good help available, some employees have been with us 8 to 9 years and would continue under new owner. To benefit from the oncoming spring rush you should act now as owner will not be interested in selling this year once the spring season starts, which is around March 1. Present owner will assist by agreement in helping new owner with the inner workings and contacts to make this place a continued success. Spring stock on hand and contracted for. One considering this business should be in good health and willing worker. Armchair managers will not succeed. Ideal family or partnership operation. This business is located in northeastern Ohio. $47,000 selling price. Only persons financially able to handle this opportunity need answer. Property and cash difference might be considered if the property is located in the south. Write Box 797, care of American Nurseryman.

SITUATION WANTED

Horticulturist seeking opportunity in private or commercial landscape nursery.

Experience and education in developing farm and forest land into productive nurseries. Excellent knowledge of native and ornamental plant material of the northeast.

18 years of successful work in developing choice plant material and naturalistic landscapes can be repeated for you. Proof of all past work available on interview.

Write to Box 803, care of American Nurseryman.

FOR SALE

One of the oldest nurseries in the midwest, the Fairbury Nurseries, started in 1898. Brick and sheet-iron building with 7000 sq. ft. of basement and railroad siding to door. Good stock of fruit and shrubbery; large stock of evergreens in small to medium sizes. Must be sold because of age of manager. Priced worth the money.

Roy Hurlburt
FAIRBURY NURSERIES
Fairbury, Neb.

FOR SALE

Approximately 2-acre corner on state highway, in fast-growing southern California area. Nursery use of the property is protected by commercial and light manufacturing zone. Location and reputation established over 20 years serving coastal and interior sections. Land, nursery-landscape equipment, 2-bedroom home, office, store, greenhouses, lath and inventory. Truly a natural for further development as a garden center. $79,500 plus inventory, one-half down. Write Box 792, care of American Nurseryman.

FOR SALE

100 used hotbed sashes, $2.50 each or $225 for the 100. 18-in. Yoeman Rotovator rotary tiller, 9 h.p., used, recently rebuilt, $395 (sells for $800 new). International Farmall Cub tractor, in good condition, with snow plow blade, cultivator attachments, plow, furrow plow, sickle bar, harrows, hydraulic, $450 complete.

DIRK DE VRIES NURSERY
103 Glen Ave. Midland Park, N. J.
Phone: GI 4-8710—Closed Sundays

WANTED TO BUY

Nursery or garden center in Westchester or Connecticut. Outright purchase or partnership. Write Box 790, care of American Nurseryman.

SITUATION WANTED—A position in a nursery company or related to the nursery trade as a sales representative. Age, 21. Have grown up in the nursery business and have done retailing in this field. Interested in a wholesale position. Write Box 804, care of American Nurseryman.

FOR SALE

2¼ acres sandy loam, fully irrigated. Owner's home, 6 other buildings. No overgrown shrubs, all salable, best varieties, for local landscaping. Broadleaves; conifers; ornamental trees; dwarf fruit trees, bearing age. Thousands of liners. 15 miles from Portland, Ore. Write or call:

FREEMAN KELLER, Real Estate
1704 Main St. Vancouver, Wash.
Phone: OX 4-8486

FOR SALE

Elegant F. T. D. flower store, nursery, plant market and landscaping business in center of New Jersey's fast-growing Bergen county on prominent state highway close to two giant shopping centers. Over 600-ft. highway frontage straddling the highway. Ideal for large scale plant market operations with all the parking required. Established 25 years, manned by competent help. Required down payment $75,000, balance first mortgage. Long-term lease also considered. Write box 795, care of American Nurseryman.

FOR SALE OR LEASE

An old well-established nursery with a very good reputation in the trade. Large wholesale, industrial and private clientele. Located in one of the most industrial sections of the eastern part of New Jersey. A good opportunity for one or more young men. Write Box 793, care of American Nurseryman.

FOR SALE

1957 No. 640 Ford tractor with Howard Rototiller and front blade attached. Also 24-in. Lawnmaker, 36-in. Lawn Beauty spreader. Also one 5-ft. and two 10-ft. conveyors. Bargain. All in excellent condition.

PARK FOREST HARDWARE
35 Plaza Park Forest, Ill.
Phone: PIlgrim 8-4721

FOR SALE

Used complete greenhouses. Used greenhouse materials, glass, pipe, valves, etc. Greenhouses bought for wrecking.

SEABOARD GENERAL SUPPLY CO.
Elizabeth 4-9041 Waverly 6-0404
1080 Magnolia Ave. Elizabeth, N. J.

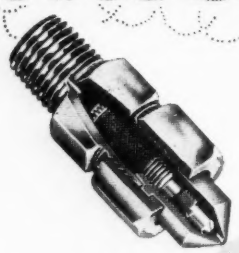
FOR SALE OR LEASE

No. 1 LOCATION

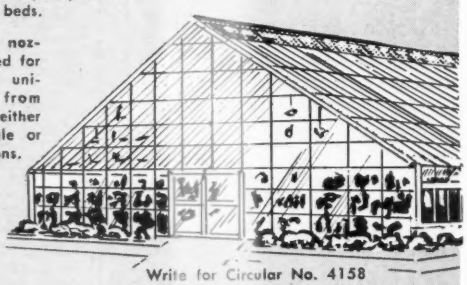
Established nursery with adjoining gas station. Storage building, living quarters and office. 450-ft. frontage; 1000 ft. deep. On busy main highway, half mile from Peekskill, N. Y. $120,000, terms. Write P. O. Box 121, Peekskill, N. Y.

BUSINESS OPPORTUNITY — Partner Wanted. Well-established retail nursery and garden center, central Wisconsin. Should have experience all phases landscaping as well as designing and selling. Owner wants to retire and sell half or whole interest. Write Box 794, care American Nurseryman.

MIST PROPAGATION with Monarch
LOW PRESSURE NOZZLES



1. Only 25 lbs. pressure needed for maximum coverage (4 to 5-ft. beds) and most efficient spray.
2. No costly high-pressure pumps needed—only the 25 lbs. available in most greenhouses.
3. Uniform, even distribution with full coverage over the entire bed. Different capacity sizes for both indoor and outdoor beds.
4. F-97-W wide angle (160°) nozles were specifically developed for Mist Propagation. Accurate, uniform, precision machined from brass bar stock, available in either ⅛-in., ¼-in. or ⅜-in. male or ¼-in. female pipe connections.
5. Minimum of maintenance required—no baffles or targets to disturb or adjust.
6. Inexpensive — only $1.72 each F.O.B. Philadelphia, Pa.



Write for Circular No. 4158

MONARCH MANUFACTURING WORKS, Inc.
3406 MILLER STREET PHILADELPHIA 34, PA.
Western Distributor: W. A. Westgate Co., Davis, Calif.

THIS BIG HAND TRUCK
Will Save You Money

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-INCH BALL 1500 LBS.

Write for folder giving details and prices.

We Make 3 Sizes of Trucks

THE GARDEN SHOP, INC.
Box 51
Overland Park, Kan.
Phone: Niagara 2-4838 (Kansas City, Mo.)

Built to Handle B&B Material

Sterling Bags of Quality
BURLAP
All Sizes
STERLING BAG & BURLAP CO.
41 Carolina St. Buffalo 1, N. Y.
Phone: CL 2339

GRO-BEST Formula G-73
16-40-17 INSTANT PLANT FOOD
Less Likely to Burn
Suggested retail, 2 lbs. for $1.89.
HOFF CHEMICAL CORP., Flat Rock, Mich

reported that assets of the O. A. N. amounted to $6,823.05 and told the members that some thought must be given the future financial growth of the association.

Membership Report

Erwin Fowler, membership chairman, said that 26 regular, five associate and six affiliate members had been added to the rolls this year, for a total of 37 new members. W. P. Nuffer read the necrology report.

Among the committee reports was one for the quarantine committee, given by Ed Schultz, Calorwash Nursery, Portland. The most important problems coming to the attention of the committee last year were pear decline, birch tree rust and dogwood borer on incoming stock and the pine-shoot moth, believed to be under control in the state.

Bert Miller, Milton Nursery, Milton-Freewater, citing the damage done to the nursery stock in the Walla Walla valley by the application of highly volatile herbicides applied to surrounding areas, called for the adoption of a resolution by the O. A. N. to support legislation to be introduced to the Oregon state legislature. The resolution, which was at first adopted, favored control of highly volatile herbicides to prevent damage in the future to horticultural crops, prohibiting the promiscuous use of such herbicides, but allowing their use under permit. Low-volatile herbicides would not be affected by the proposed law. A later vote rescinded the action, withholding approval until investigation by a committee.

The first business session closed with a talk by A. A. N. Vice-President L. H. McGuire, entitled "Report from the A. A. N." He reviewed the action of the association relating to legislative trends, told of the effective conferences being promoted and the promotional programs to develop more business for all nurserymen.

Ben Hazen, chairman of the board of directors and founder of the Benjamin Franklin Savings & Loan Association of Portland, was the speaker for the luncheon program January 25. His topic was "This I Have Seen and Heard." The illustrated talk dealt with a year-long trip which Mr. Hazen and his wife made abroad, in particular their experiences in France, the Netherlands, Germany and Egypt.

Tom Prideaux, vice-president, U. S. National Bank, Portland, was the speaker at the start of the afternoon session on the first day, his topic

FIGHT DUTCH ELM DISEASE . . . CONTROL SCALE WITH AMOCO SPRAYS

Safe—Sure—Economical

AMOCO Elm Spray—Proved in *ten years* of wide commercial use. Emulsifiable 25% DDT concentrate containing a horticultural white mineral oil.

New! AMOCO Elm Spray-32.4—Specially formulated for outstanding cold temperature DDT stability, and low cost-per-pound of DDT. Emulsifiable 32.4% DDT concentrate in carefully selected xylene solvent.

AMOCO Superior Dormant Spray Oil—Developed and tested by American Oil Research . . . proved by extensive use in the Midwest. Contains highly refined base oils. *Saves money*—less spray material needed. Safer, too!

All AMOCO Products are backed by American Oil Research *and* Technical Service. Careful quality control assures uniform high quality, *always*. Prompt, dependable delivery.

AMERICAN

For products, information and American Oil help on your specific pest control problem, contact your local American Oil Office, your spray materials dealer, or write direct to:

AMERICAN OIL COMPANY
910 S. Michigan Ave., Chicago 80, Illinois

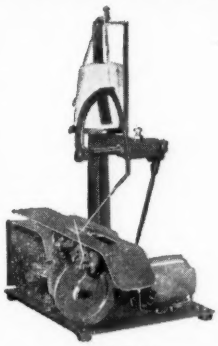
being "Secret of Economic Growth Without Inflation." For many years, he said, there has been a campaign for economic stagnation and inflation in the United States carried on by subversive groups within the country. Profits are needed for economic growth, said Mr. Prideaux, and the communists have missed no opportunities to interfere with that growth.

Pats and Pans Symposium

The "Pats and Pans" symposium was led by chairman Verl Holden, H. L. Pearcy Co., Salem. On the grading panel were Dan Schmidt, Schmidt Bros., Troutdale; Charles Drew, Drew's Nursery, Beaverton, and Lawrence Effinger, Hood View Acres, Oregon City. The three men proceeded to grade a number of B&B and container-grown plants, pointing out the good and bad points of each as they went along. Verl Holden explained that grading is the backbone of the nursery industry. It must be uniform. Talking it over helps to bring about uniformity, he emphasized.

Throughout the grading the men pointed out the importance of height, width and body of the plants they graded. A wide variety of plants was graded as the audience looked on, frequently offering suggestions. Among the plants checked were camellias, rhododendrons, Oregon grape, euonymus, viburnum, daphne, etc. As with each of the other sessions, the afternoon meeting closed with a prize giving.

NEW FELINS AUTOMATIC TYER
FOR TYING NURSERY STOCK — CUT FLOWERS



Model F-6-N

Fast—Efficient—Rugged

- Geared to 80 ties per minute.
- Adjusts automatically to any size bunch up to 19 ins. in circumference.
- Places a uniform tie around a bundle making a firm nonslip knot.
- Lightning fast. Ties roses, glads, seedlings, cut flowers, as well as any other type nursery stock.
- Uses cotton twines 3 to 24-ply, tapes and braids, fine sisal and jute.
- **WRITE FOR CIRCULARS AND PRICES NOW.**

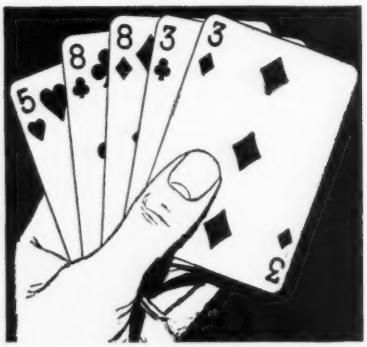
FELINS TYING MACHINE CO.
3351 N. 35th St.
Milwaukee 16, Wis.

"Chapterama" Program

The first day's activities closed with the annual "Chapterama" program, preceded by a buffet dinner in the ballroom. The "Chapterama" program consists of acts put on by each of the chapters. It is an evening of fun from beginning to end. This year, for the first time, the acts were judged by a team consisting of Mrs. Arnold Shaver, A&A Clay Products, Portland; Mrs. Neva Potter, Milwaukie, and Winsor Bond, May Nursery, Yakima, Wash. Emcee for the evening was Erwin Fowler.

The three judges, hard-pressed for a decision after the various events, finally decided that the Dixieland minstrel show of the Rose City chapter was the winner. The chapter

POKER? Play to win!



How would you play this hand?

You'll be the high hand before the draw about 3 times out of 5, but the odds are roughly 12 to 1 against helping on the draw. Odds are better than even somebody will beat you. Don't open. Don't call. Tough? Yes, but be patient...and win.

Here's a sure winner from FORD:

Ford pays half your fuel bills for a full six months (or 400 tractor hours) on the purchase of any new Ford or Fordson diesel tractor.

This offer, made possible by the amazing fuel-saving performance of these low-priced diesel tractors, expires March 31, 1961.

No "hidden" price increase... no tricks of any kind. See your Ford Tractor Dealer for all the money-saving details!

Tractor and Implement Division, Ford Motor Company, Birmingham, Michigan

Ford TRACTORS EQUIPMENT

received a perpetual cup. Honorable mention was given to the Sunset chapter for a floor show presentation.

Experiment Station Projects

First speaker on the second day of the convention was Dr. Robert Ticknor, associate horticulturist, Willamette branch experiment station, Aurora. His topic was "1960 Results — 1961 Plans."

Hybridizing pieris has been started at the station, he said, using P. japonica and P. forresti. Seedlings from 12 crosses, with emphasis on pink forms, are under way. Co-operating in the project is the United States National Arboretum.

Approximately 4,000 deciduous azaleas, representing about 70 crosses made by the late Dr. Kraus, are at the station. About 100 will be flowering for the first time this year. Several rhododendron crosses made by Dr. Ticknor while at the Waltham field station will also be flowering for the first time.

Native plants, especially the ground cover types, are being tried at the station, he said. One, Rubus lasiococcus, low-growing member of the raspberry family resembling a strawberry, shows considerable promise. Another showing promise is Ceanothus prostratus.

Various introductions from the U. S. D. A. are being tested in co-operation with the horticultural department of Oregon State College, Corvallis. Dr. A. N. Roberts, O. S. C., and Dr. Ticknor are co-operating on rose understock testing. Sixteen stocks are being used in the trials, some of the stock being from California, Iowa and Texas, and some from Peterson-Dering, Scappoose, Ore.

In co-operation with Dr. Norman Goetze, of the farms crops department, lawn variety trials were started last fall, said Dr. Ticknor. Perhaps the most active program at the station had been in chemical weed control. Most promising herbicides have been atrazine, at one pound per acre; Propazine, at two pounds per acre, and Simazine, at one pound and two pounds per acre.

Weed Trials

The station has been co-operating with Multnomah county agent Ray McNeilan, Clackamas county agent Robert Smith and Washington county agent Lloyd Baron in setting up weed trials in growers' fields. Average height of garden lilies in fumigation plots last year was increased by five inches in the field when Telone or D-D were used, as compared with

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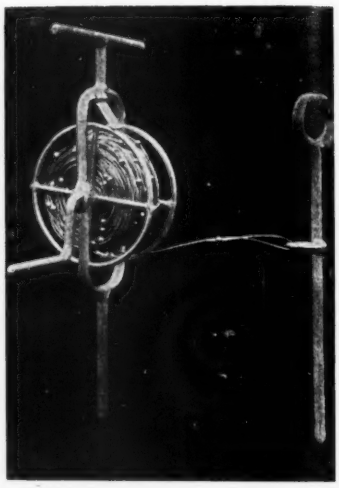

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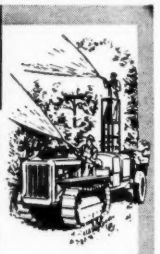

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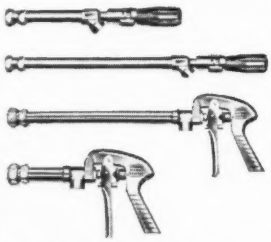

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the check. Eighteen different types of nursery stock in plots were tested with Nemagon, Thimet and 18133 as soil fumigants by Dr. Harold Hensen. Additional growth in height of Mazzard and Mahaleb cherries were obtained where granular Nemagon was applied before planting. Additional trials concerning the wet or dry factor in connection with soil fumigation have been set up. Nutrition studies are under way in junipers, hollies, conifers and tree seedlings.

Dr. A. N. Roberts, horticulturist, O. S. C., is heading a survey of the nutritional condition of Oregon holly orchards, assisted by Dr. Ticknor and the county agents. Through chemical analysis it is hoped to establish leaf levels of the various elements needed for top production.

Plastic greenhouse construction is also being studied at the station. Two small quonset houses have been built to date, and two more houses are under construction. Dr. Richard Bullock, of the station, and Dr. Ticknor issued invitations to the various chapters to visit the station next summer.

Plant Industry Facts

Hugh Taylor, chief, division of plant industry, department of agriculture, Salem, talked about the "Importance of the Nursery Industry in Oregon." He began by paying tribute to recently retired Frank McKennon, his predecessor. The horticultural industry in Oregon, he said, amounts to $16,000,000 annually, an increase of $2 million over the 1959 figures. There are 2,600 licensed nurserymen, and there are 5,386 acres in nursery stock, including bulbs, etc., representing a $17 million investment by nurserymen. The industry employs 3,444 employees. A large percentage of nursery stock is sold outside the state, said Mr. Taylor.

Mr. Taylor urged certification tests on nursery soil, because of the soil nematode problem. He mentioned that the pine-shoot moth, a considerable threat to the pine lumber industry, had been discovered in Oregon at one nursery last year. The infested trees were destroyed with the whole-hearted co-operation of the nurseryman who grew them. To handle a larger pine-shoot moth survey in Oregon, the plant industry division has asked the current legislature for $20,000.

Department Reorganization

Next he talked about the reorganization plan for the department of agriculture in Oregon. James Short, he said, made studies which led to

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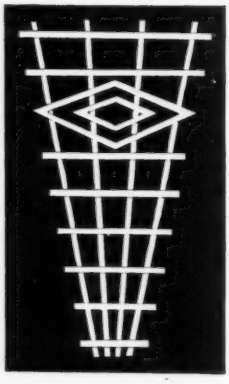

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the recommended changes in the present setup. He predicted that the integration of the department would produce better services, closer cooperation and a broader program, with less expense involved. A stronger program of consumer services is envisioned, inasmuch as 60 per cent of the department services are in this field, he said. He announced that O. K. Bealls was appointed assistant director of the department.

A nursery program branch office will be maintained at Portland, he assured his listeners, although the bureau of nursery services will be moved to Salem. Mrs. Margaret Smith will be in charge of the Portland office, and inspectors will continue to serve nurserymen and other growers from the Portland office. John Weiman, nursery department superintendant, who is about to retire, has agreed to stay on until someone else has been found to take his place. A new person will have headquarters at Salem.

Next he dealt with the outdated nursery code of the state and said that he believed the laws should be reviewed and brought up to date. He asked that nurserymen join with other horticultural groups to aid in an advisory capacity to consider revisions.

He reminded nurserymen that the increase in the nurserymen's license fee has been slight during the past 20 years, although the cost of operating the department has increased considerably. He advocated the best service possible for as low cost as possible, but he feels that greater license revenue is needed. He reminded nurserymen of the many services included in the fee, including the research done each year. One item needing more financial assistance, he said, is the virus-free nursery stock project. He said that he believes the time has come when nurserymen selling tree fruit stocks want tighter control on scion wood mother blocks.

He referred to the eradication program of the common barberry, and said that a change in the law would be sought to extend the eradication to several other varieties. Barberry has been responsible for considerable loss of wheat and other grains in Oregon the past several years.

The $16 million value of the nursery industry in Oregon is only a part of the picture, he said. Actually, the farm dollar turns over seven times in the channels of trade before its purchasing power is exhausted. He predicted a rapid growth for the nursery industry during the years

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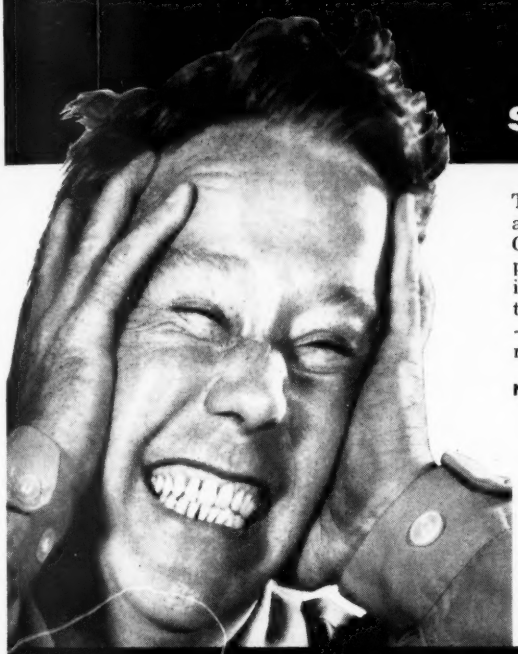

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ahead, due to the population growth and other factors.

Highway Planting

Glen W. Wharton, landscape architect, Oregon state highway department, had the subject "Roadside Plantings Help Beauty . . . Safety." His talk was illustrated with a number of instructive colored slides. Oregon's roadsides, he said, are a pleasure to local people and tourists alike and are an economic asset to the state. Highway plantings are both utilitarian and functional, providing safety, beauty and economy. In highway planning, as many native shrubs and trees as possible are retained and planted wherever possible. Exceptions are made in urban areas, where other types of trees and shrubs are most often used, due to the smoke and fumes. The slides showed how proper plantings alongside highways frame a scene ahead, relieve monotony and reduce maintenance otherwise necessary.

Concerning Oregon grape, which is used in many highway plantings, he said that it is used throughout the world. Multiflora roses being used in some median strip plantings provide a crash barrier and reduce headlight glare. Found useful as a screen hedge between different levels of highway

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is common privet. Western arborvitae is often used when room is limited in the median and drought conditions must be met. Where ground water flow is heavy, native salal is a good ground cover. Native kinnikinnick, or bearberry, is effective as a ground cover on steep areas. Dorothy Perkins rose and ivy, too, have been used considerably in Oregon for ground covers.

A dog-leg curve is often "softened" with median plantings, he said. Many of Oregon's roadside plantings use vine maples against evergreens for effective beauty. Considerable importance is attached to fall colors as plantings are made.

Speaker for the luncheon gathering on the final day of the convention was Dr. Howard W. Runkle, chairman of the department of speech and drama, Willamette University, Salem. His topic was "The Challenge of the Change."

A. A. N. Session

The O. A. N. part of the final session was brief. It consisted mainly of chapter reports, given by Frank Doerfler, Wilamette chapter; Wayne Melott, Sunset chapter; Joe Klupenger, Rose City chapter; Robert Van Zonneveld, Emerald Empire chapter; Arthur Suhr, Columbia River chapter, and Harold Miller, Clackamas chapter.

The principal part of the afternoon was concerned with the A. A. N. chapter 12 meeting, led by President Robert Snodgrass, Seven Dees Nursery, Portland. First speaker was A. A. N. Vice-President L. H. McGuire. He confined his remarks to the A. A. N. insurance program, which he said was now a tried-and-true thing, one of the association's mainstays.

William Gerber, Portland Wholesale Nursery Co., talked about the 1960 A. A. N. management conference at Lake Arrowhead, Calif.

Miss Jane Pearcy, H. L. Pearcy Co., gave a report on the A. A. N. convention of 1960.

Final speaker on the chapter program was Paul Van Allen, a member of the A. A. N. market development and publicity committee, who gave a comprehensive report of the activities of that committee and of the office of Howard Quadland, director of public information.

Mobile homes are now receiving the attention of this department, he said, inasmuch as they are becoming a major factor in the living pattern of people of this country. Seasonal change in planting is being encouraged more and more. Hotels and other public places where artificial

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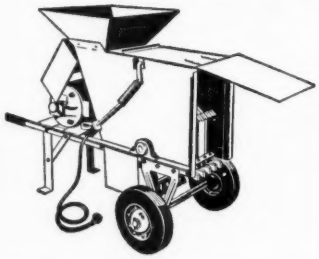

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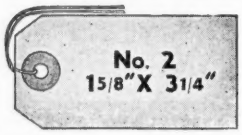

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foliage plants are being used instead of living plants are being urged to use real plants.

If nurserymen were to ring doorbells, asking questions about what customers prefer in plants and landscaping, they might gain a great deal of useful information from what customers are thinking, Mr. Van Allen declared.

Election of officers produced these results: President of chapter 12, Reed Vollstedt; vice-president, Erwin Fowler, and secretary-treasurer, Paul Van Allen. Chairman of the nominating committee was Lynn Brooks, Carlton Nursery, Forest Grove.

Banquet and Ball

The 2-day convention drew to a close with a president's banquet and ball, held in the Rose Bowl of the Multnomah hotel. Emcee for the evening was Robert Snodgrass, who also installed the new officers.

Mr. Snodgrass presented a plaque of appreciation to Outgoing President Reed Vollstedt. Paul Van Allen made a special presentation of a beautiful wall clock to Mr. and Mrs. Charles H. Potter.

Verl Holden, program chairman, H. L. Pearcy Co., introduced Mrs. Betty Abbott, Abbott's Green Thumb, Portland, who played the accordion and sang and yodeled Swiss songs. The famed "Rhythmaires," a barbershop quartet, sang a number of pieces. The evening closed with dancing.

SOUTHERN INSTITUTE

[Continued from page 9]

3. Too many branches at one level.

4. Too many branches on one side, resulting from improper spacing in the nursery rows.

5. Lateral branches outgrowing the leader, resulting in a nonsymmetrical tree.

6. Equal branches, again resulting in weak union. It is likely that these will grow out toward the side, in a very open manner, losing the desired tree shape.

When pruning must be done late and the tree has attained considerable height, Dr. Harris suggested cutting branches off, leaving short stubs on the trunk, with only enough buds and leaves to provide nutrition and shade for the trunk. This will enable it to increase in strength, and, in a windy area, eliminate the necessity for staking, which causes rubbing and subsequent damage to the tree .

With regard to aeration and soil compaction, he noted that compaction reduces aeration, allows water

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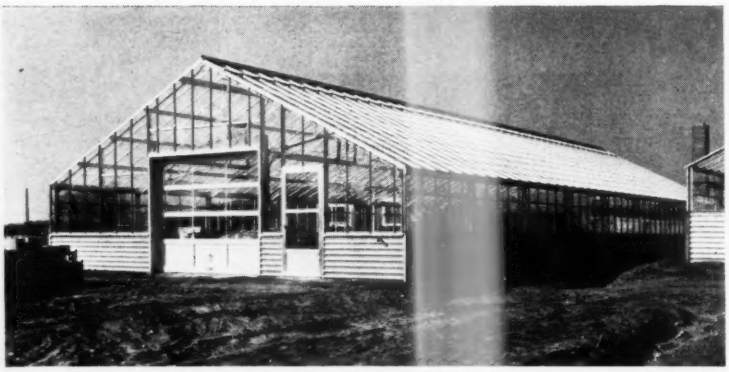

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to gather and hampers root development. He pointed out that trees planted in a lawn may have competition from the turf, resulting in a lack of nitrogen and oxygen, and also may suffer from the heavy watering of the lawn.

Plant Uniformity Panel

William B. Davis, extension ornamental horticulturist at the Davis campus, moderated a panel discussion on improving plant uniformity and performance. In addition to Drs. Johnson and Harris, the panelists were Dr. Victor Youngner, department of floriculture and ornamental horticulture, U. C. L. A., and George H. Lewis, head nurseryman, Los Angeles State and County Arboretum, Arcadia.

In the introductory remarks, Dr. Youngner, specialist in turf grass research, stated that little has been done in the breeding of turf grass in the past, and that there is a great potential in the future. There have been some synthetic varieties, due to the work of plant breeders, and much has been done to increase uniformity, but they are far from pure.

Mr. Lewis stated that variation may have many causes, such as shade, sun, soil, climate and the proximity of other plants. The following points were brought up in the subsequent question and answer session:

Q. How can one increase the uniformity of seedlings from trees having special characters, for example, foliage colored other than green?

A. (Dr. Johnson) The only way is to collect seeds from the tree. If it is self-pollinating, there is a good chance that it will produce the same characteristics. If it is cross-pollinating, it probably will not, and one must go to the next generation to try it again.

Q. Are the new grasses any better able to withstand summer insect and disease problems?

A. (Dr. Youngner) Yes, especially in tolerance or resistance to disease. As far as insects are concerned, it is more important that the plants have greater vigor than higher tolerance.

Q. What are some of the problems of dwarfing rootstock?

A. (Mr. Lewis) Compatibility of scion to root, permanance of dwarfing effect and keeping the union above the soil line. (Mr. Davis): Dwarfing of citrus is largely a development of the last 15 years; thus, many of the problems are still in the future. It is known, however, that many of these dwarf trees are not holding their small size.

Q. Should fine ornamental strains

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—of pyracantha for example—run out after a few years?

A. (Dr. Johnson) No, they should not; but, as was mentioned before, we must be alert to any variations which develop.

Q. How might a tree be grown in the nursery to assure greatest depth and root development after the tree has been planted in the landscape?

A. (Dr. Harris) Reduce the possibilities of root girdling, and grow plants of good vigor. Later on it depends upon soil conditions and care. (Otto Martens) I suggest deep watering, because of the results we found at Deigaard Nurseries after watering too shallowly.

Avoiding Girdling Roots

Q. How can the danger of girdling roots be reduced?

A. (Dr. Harris) 1. Periodic examination. 2. Watering peat pots completely. If the bottom of the peat pots are dry, the roots will not get through and, when they encounter the hard surface, they will begin to spiral. 3. Starting in deeper containers. It has been suggested that tiered containers be used, the bottom being cut out of the top can as the roots reach that depth to allow them to grow down to the soil below.

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2 oz. can	29¢	36 to case. — wt. 7 lbs.	$6.96 case
5 oz. can	59¢	24 to case. — wt. 11 lbs.	$9.44 case
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Q. What materials will safely reduce the effect of winter grasses in dichondra?

A. (Dr. Youngner) Dowpon is the only material we have found satisfactory thus far.

Q. I have heard that in roses and orchids one can count the chromosomes and predict the characteristics of the plants. Can this be done with other genera?

A. (Dr. Johnson) Yes, to a degree, but one can only predict general effects, such as a larger flower or greater substance of a flower. It is an expensive process to count chromosomes exactly. There is much to be done in this area.

Q. I have a good strong Bermuda lawn, but I would like to have a good

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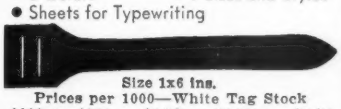

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10,000	1.15	100,000....	.80

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dichondra lawn. How can I encourage the dichondra to take over?

A. (Dr. Youngner) To favor the dichondra, water more frequently; fertilize in the fall, winter and spring, then ease up in the summer, when the Bermuda will take up all the nutrients, and use the usual good management practices, such as well-aerated soil.

Q. How is the compatibility of a plant known?

A. (Mr. Lewis) By grafting only. Even then, one can be fooled. The grafted plant may be compatible for a short time and later die. Usually, the scion and root should be of the same genus.

Dr. Daniel G. Aldrich, Jr., the university dean of agriculture at Berkeley, began the afternoon ses-

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sion by discussing the university's role in the nursery industry.

Currently there are 65 research projects relating to the nursery industry being conducted in 26 departments of the university. These include studies on rootstock adversity, propagating techniques, plant climate studies and reaction of consumers to different types of outlets.

The extension service has specialists who pass on this information to nurserymen, who, in turn, should pass their questions back through the specialists to the university.

Dr. Kenneth R. Farrell, extension marketing economist, University of California, Berkeley, outlined the changing patterns in marketing. He pointed out that the nursery industry is not unique in the problems with which it is being faced today. The same social and economic forces being felt in the trade have caused changes in many other industries through the years.

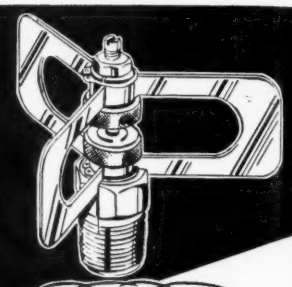
A recent example is the food industry, in which the processor has risen to great importance. He has more investment, because he has to meet many specific requests and demands, such as special packaging and private labeling for retailers. Today, agricultural producers, especially in California, find the open market giving way in favor of the controlled market. That is, there is much more growing by contract, or growing to order. There are much narrower specifications for a grower's production of a certain type of plant or crop.

The producer's reaction to such a change may take several forms: A small producer may continue in the old way, there may be contractual arrangements between producers and processors, bargaining co-operatives may be formed or producers may join in marketing co-ops. Sunkist orange and Diamond walnuts are outstanding examples of these last.

Dr. Farrell feels that this trend will accelerate and that there will be an increasing concentration of power. He feels producers must make adjustments.

How will this affect nurserymen? There will be a rapid growth in population in this state, to 23,000,000 people by 1975. There will be a rising income, so the future looks rosy. However, this is 14 years away, and in the meantime there are higher costs through taxes, labor, equipment, etc. Therefore, the nurseryman must make adjustments also to compete and survive.

Today, many nurseries are small, personal service operations. While



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there will always be some of these, nurseries generally must increase in size. As they do, they must be more efficient in their internal operations, paying attention to controls, more efficient layout, credit, lower costs and similar measures to keep profits up. The nurseryman should consider joint ventures, such as co-operative buying and advertising, as those in the food industry have done.

As to mass merchandising by non-nursery outlets, Dr. Farrell thinks this will increase somewhat for a time. For example, the food store is likely to carry plants and related items. Since these are only a few of the many products carried, they do not have to bear their full share of the cost in the short run, whereas they must in the small operation.

However, in the long run, these items must bear their share, even in the large operation, or they will not continue to be carried. Thus, he thinks this mass merchandising will be confined to a few nonperishable, uniform items in the long run. It is also possible that these non-nursery outlets may start producing for their own needs.

Dr. Farrell concluded by stressing the fact that these changes occur for compelling economic reasons. The nurseryman cannot ignore them, nor can he legislate outsiders out of the business. He should understand and make adjustments to be able to capitalize on these changes.

Changing Markets Panel

Richard Maire, farm adviser, Los Angeles county, moderated a panel discussion on adjusting to changing markets. In addition to Dr. Farrell, the panelists answering questions from the floor included Elmer Merz, executive secretary, California Association of Nurserymen; Robert T. Warner, Manhattan Garden Supply, Manhattan Beach, president of the C. A. N., and Henry Ishida, Union Nursery Co., Gardena, president of the Sunset chapter, C. A. N. Some of the points raised were the following:

Q. How important is proper location of a nursery?

A. (Mr. Warner) Location is a prime problem for a new nursery—it can make or break it. It is most important to consider the ease of access as well as the amount of traffic flow. That is, a location on a busy freeway is of no value if motorists cannot stop to get to the nursery.

(Mr. Merz) It has been a standing statement that most retail nurserymen make their money in real estate. They have bought far out, away

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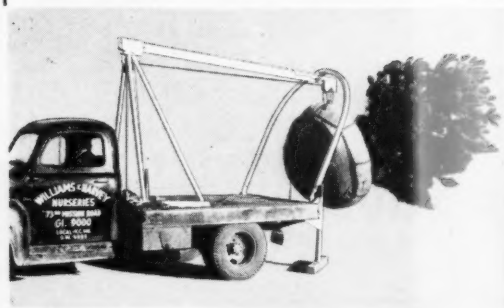

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from the heavy traffic and, as a result, they have had poor business during their early operation.

Later on, their land, which was inexpensive, is sold at a handsome profit. This is one method of operation, if one is in the real-estate business. However, the cheapest land is not always the best land if one wants to operate a profitable nursery business.

Q. Is there a necessity on the part of retail nurseries to improve the services which they offer and to become able to give better advice to customers? If so, how can they accomplish this?

A. (Mr. Merz) Yes, we probably can give more service. However, I think we do give a good deal of service now, and our problem is to let the customers know that we have these services. One need, which is quite apparent, however, is for additional trained personnel.

(Mr. Warner) These services increase our overhead, and we should charge for the professional services we render; in fact, people would probably appreciate the services more if they had to pay for them.

Growers' Promotions

Q. Can brand identification of plant materials help growers and retailers who are doing a good job as regards quality?

A. (Mr. Warner) Yes, if the producers advertise properly to the public, so that the retailer can capitalize on the brand publicity. Otherwise, my answer is no.

Q. Will producers of plant materials find it necessary to promote and advertise their products to the consumer, as insecticide and fertilizer manufacturers do now?

A. (Mr. Ishida) This is being done, in a small way, and there will be more of it. The problem is how to control the quality after the plant leaves the grower's hands.

Q. If the grower provides promotion and selling service, should he have the right to demand exclusive handling and to establish minimum prices for certain items?

A. (Mr. Warner) It has been done. On patented plants, for example, the grower has this control for one year. (Mr. Merz) There are existing fair trade laws and other legislation under which some control could be exerted.

Contract Growing

Q. What advantages and disadvantages in contract growing are there for both retailer and grower?

A. (Mr. Ishida) The advantage to the wholesaler is that he can fore-

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cast more accurately and plan better. The problem is that he must produce, or he may have to buy on the open market at a higher price to meet his commitments.

(Mr. Merz) The retailer can plan promotions far ahead. It gives him time to think his problems out in an orderly and logical manner and to plan his advertising far in advance, because he knows exactly what he will have to promote.

(Mr. Farrell) Another serious disadvantage to the grower is that his profit may come to depend upon one or a few buyers. Having all his eggs in one basket, he is in a rather vulnerable position.

Q. It is generally conceded that the nursery industry is underfinanced. What can be done to improve this situation?

A. (Mr. Merz) It is true that nurseries frequently lack working capital. One cannot conduct a business and grow in these days without working capital. In the future, we cannot expect wholesalers to be bankers. We should go to banks or other lending institutions for money.

Q. Can the use of consumer credit plans help to boost nursery sales in regular nursery outlets as compared to cut-rate cash-and-carry outlets?

A. (Mr. Merz) We can use credit

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more than we do. In fact, we could use it to borrow money. We could turn our accounts receivable into the bank, which would lend money to provide us with working capital. Furthermore, it is a human fact that people buy more on credit than they do if they must pay cash for what they purchase.

The lively panel discussion was then concluded, and the institute was adjourned by Otto Martens.

MICHIGAN MEETING

[Continued from page 11]

of exhibitors in the association's history.

Rex Paxton, a public relations and sales expert, formerly director of public relations at the Sutherland Paper Co., Kalamazoo, declared that one stays in business only as long as the public wants him. Only the Devil can afford poor public relations, he asserted.

The ability to get along with people is a most important asset in the struggle for success. Good will starts with the sale and is one of the most important commodities in business. It is not, however, a permanent asset. One must work continually to keep and improve the good will that he has.

Likewise, no customer is a permanent possession. The interests of the customer should be paramount in the mind of the businessman. Mr. Paxton recommended that every sale be followed by a call to check customer satisfaction.

Good public relations consists in having a good name and getting credit for it, according to the speaker. The businessman's story should be told to as many people as possible. He suggested television as an excellent medium, as it reaches a vast audience. Mr. Paxton recommended that businessmen check their business practices often with an eye to public relations. Are they fair to all concerned? Will they build good will? Are they beneficial to all concerned?

A report on "State Promotion of our Industry" was given by a panel consisting of Harold Hicks, Cottage Gardens, Lansing; Ted Smith, Smith Tree Service, Inc., Lansing; Kenneth Runciman; John Zelenka; Harley Wedel; Robert Scovie, Inland Orchards & Nurseries, Marshall, and Herbert Taylor, Herb Taylor Landscaping, Detroit. Rex Paxton acted as moderator.

During the past year a television series was prepared in conjunction with Dr. Donald Watson, Michigan State University, East Lansing. The

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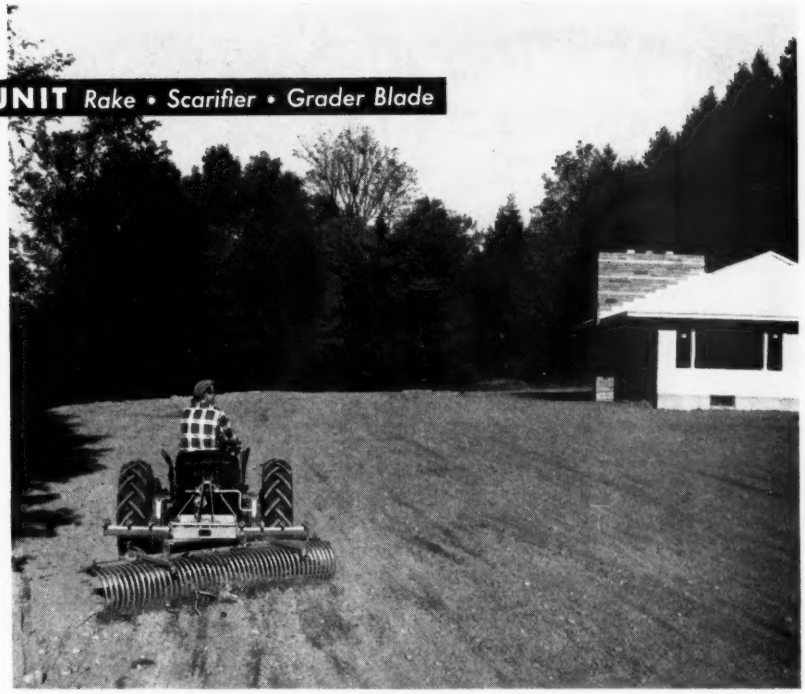

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series, entitled "Plants Are for People," was well received by viewers through the state and it was highly rated by the television stations. The cost of the program in 1960 was financed through the voluntary donations of 80 per cent of the membership and through the association's general fund, according to Ernie Durrant, Durrant Nurseries, Grand Rapids, chairman of the program last year.

The panel members felt that all members should contribute equally in 1961, as everyone will benefit equally. They pointed out that the total costs of production were reasonable and they felt that the greatest number of people could be reached through television for the lowest cost.

Public relations for the industry is becoming big business, and many in attendence felt that dues should be raised, so that an executive secretary could be engaged to co-ordinate the association's affairs and more funds would be available to promote the industry.

An M. A. N. "Plant Michigan" award was presented to Mayor Gilmore of Kalamazoo for that city's leadership and outstanding work in the development of the downtown mall. Kalamazoo was the first city in the nation to construct such a project and, according to Mayor Gilmore, the mall idea has done a great job in the rejuvenation of Kalamazoo's downtown shopping area.

Other Awards

A "Plant Michigan" award was also made to the Steel Case Corp. for the landscaping of its Grand Rapids establishment. William Pries, landscape architect, was the designer. The M. A. N. award for outstand-

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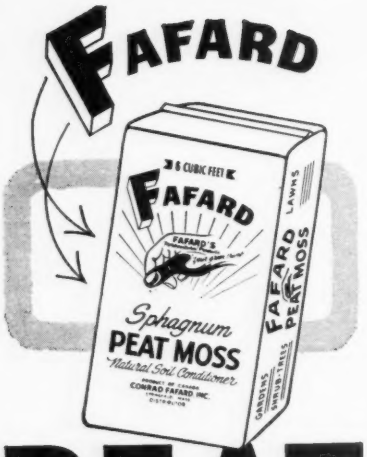

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Handsomely Packaged *with Polyethylene Coating.*

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Priced to produce traffic. Plastic-lined bags 2½ lb. to 100 lb. as well as in bulk.

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ing contributions to the nursery industry was presented by Clifford Emlong, Emlong Nurseries, Inc., Stevensville, to Dr. Stanley Johnson, horticulturist, Michigan State University, for his work in the development of outstanding fruit varieties. Dr. Johnson told the group that his department appreciated the co-operation the nurserymen had given over the years. Paul Armintrout presented student awards to John Verslice, Bruno Moisur and Peter Huble, all outstanding students in the nursery field at Michigan State.

The "Road to Easy Money" was the title of the address given by Bill Rupp, Old Kent Bank & Trust Co., Grand Rapids. Mr. Rupp has found in working with small businesses that lack of working capital is one of their greatest problems. It is often better to borrow than to work with limited capital, he explained. Today, bankers will finance almost anything the nurseryman can sell.

According to the speaker, the steps to sound financial development include making an early and close association with a good banker. Discuss the total picture with him, Mr. Rupp said. His advice may be of great help in other areas and he will be of much greater help if he understands the business. Always reflect confidence and optimism in yourself and your business in your contacts with bankers and other businessmen.

Plan your borrowing in terms of the needs of an entire year. Most banks like to have short-term notes paid out at least once a year. If you borrow to finance the purchase of Christmas trees, pay that money back when it comes in from the trees; do not hold it over to finance your spring order. To pay back and reborrow is a sounder policy.

To succeed financially, he concluded, you must keep a good set of records, have an accurate inventory, establish credit and keep your credit sound.

Business Practice Panel

Harold Hunziker headed a panel of Little Six members on the topic "200 Years of Trial and Error." The Little Six is a group of Michigan nurserymen who have met occasionally for several years to compare notes in an effort to improve their business procedures. The panel included John Stark, Ken Runciman and Ernie Durrant.

The panel listed some of the points that it believes contribute to business failure. These included a lack of definite goals and programs; a lack of foresight, or poor planning; procrastination; overproduction due to

GREEN'S GRAPE AND BERRY HOE
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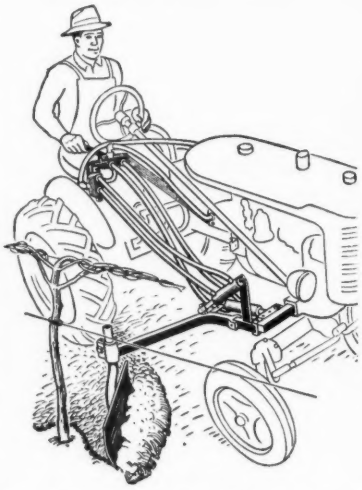

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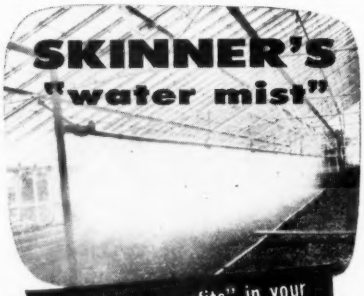

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Twine and Cordage

For All Nursery Requirements

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SINCE 1840
401 N. Ogden Avenue, Chicago 22, Ill.

NOW YOU CAN Shred & Spray IN ONE OPERATION!

Royer Shredders can now be equipped with a unique spray attachment that lets you shred materials and spray them with liquids such as sterilants, fertilizers, pesticides and conditioners in *one* operation. The new Royer Spray Attachment is completely automatic: it turns itself *on* as soon as shredded material is discharged, *off* when the discharge stops.

Get all the details on this new automatic device and The Royer Shredder (21 models with capacities from 5 to 150 cu yd/hr) by signing your name and address on the left:

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"Leaders in the Science of Soil Conditioning"

poor co-ordination with sales, resulting in capital's being tied up too long; business a second interest, and a fear of decisions.

Among the most important factors in successful operation of a business were listed by the panel as a good set of books, proper education and experience, a good credit rating and being able to get along with people (which the panel felt was more important than being able to design or to produce).

Members of the panel stressed the importance of knowing costs. For each hour of labor cost, there is a fixed overhead figure that must be included if a profit is to be made. This figure includes such items as the cost of insurance, telephone, buildings, equipment, taxes and social security.

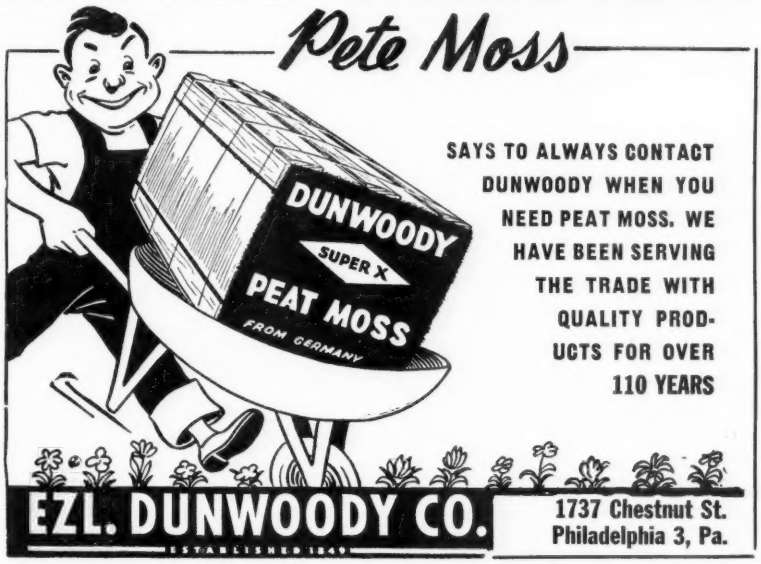
The panel offered the following as a rule of thumb in pricing plant materials: An item costing $1 should be marked up three times; an item costing $1.25 should be marked up 2.9 times; a $1.50 item, 2.8 times; a $1.75 item, 2.7 times; a $2 item should be marked up 2.5 times, and an item costing $5 or more should be retailed for twice the cost.

The panel cautioned the audience that other considerations are also involved in figuring retail price. Other costs, overhead and competition are also factors that will affect the retail price.

The panel members advocated the adoption of a uniform formula for determining the value of stock in the ground. This could be used as a basis for figuring inventory and could also be used in determining the value of a business, it was pointed out. Fifteen per cent of the retail value of salable plants seemed to be a reasonable figure to the panel members. Stock that has been balled and burlapped should be figured on the basis of actual cost, it was pointed out.

A landscape workshop was held Wednesday evening at which color slides were shown and discussed by various members of the association. Lester Begick, The Begick Nursery, Bay City, presented slides of his trip through Russia.

Don VanderVeen, R. D. Miller



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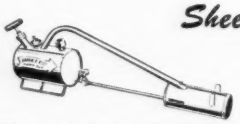

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Sheen X500

This all-purpose machine combines the X300 Flame Gun with a wheeled chassis and hinged hood. Easy to maneuver, gun is detachable, providing maximum flexibility.

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Sheen X1200

Designed for extended operation, this model contains a three-gallon tank, permitting continuous operation for 1½ hours. Strong tubular chassis. 24-inch hinged hood. Ideal for inter-row weeding over large areas.

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WATERPROOF TREE AND PLANT LABELS

"Rite in the Rain" labels are not just another paper label. They are made of tough tagboard and chemically treated to make them waterproof. Ordinary pencil markings do not wash off. These are longer lasting yet low-cost labels. Millions are used every year by nurserymen.

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BROWN'S POINT, TACOMA, WASH.

Nursery, Inc., Lansing, and Harold Hunziker discussed slides of their landscape work in Michigan. Al Goldner, along with Joe Poleo, Ilgenfritz Nurseries, Inc., Detroit, presented a humorous series of color slides, with comment, on the trials of a nurseryman selling Christmas trees.

The final day's session was opened by Cy Boyer, head of the bureau of plant industry of the Michigan department of agriculture. Mr. Boyer's main topic was "The Problems of the St. Lawrence." The importance of the nurseryman's support of pending legislation was stressed by Mr. Boyer. Pest control act 189; the registration of landscape architects, and the revised Christmas tree law, act 124, will be introduced in the near future. Nurserymen should contact their representatives and their senators and let them know what is needed and why it is needed, it was pointed out.

May Propose Pesticide Ban

He warned the industry to keep a sharp lookout for future legislation on a national and local level that would limit the use of pesticides. According to Mr. Boyer, there is no evidence that spray programs are detrimental to wildlife. The restricted use of pesticides, however, could cause great loss to the nation's growers.

Additional research is needed in several areas, Mr. Boyer stated. Strawberry virus and nematodes were two areas mentioned. Sod farms will fall under the inspection law this year; all sod will now be certified.

The rest of Mr. Boyer's talk will be reported in a later issue.

The American Association of Nurserymen handles the problems of the nursery industry that individual members cannot handle by themselves, according to Robert Lederer, A. A. N. legislative assistant. During the past year the national committees have made headway in several areas, he stated, adding that nurserymen should keep posted on current problems faced by the industry so their support will be forthcoming when it is needed.

Ernie Durrant headed a panel composed of Dwight Hitchcock, Light's Tree Co., Richland; Wilbur Ilgenfritz, Monroe Nursery Co., Monroe; Richard Brolick, John G. Zelenka Evergreen Nursery, Grand Haven; Robert D. Miller, and Paul Bosley, Bosley Nursery, Mentor, O. This group talked on experiences at the Sagamore conference since its inception in 1958.

Garden center operators attended

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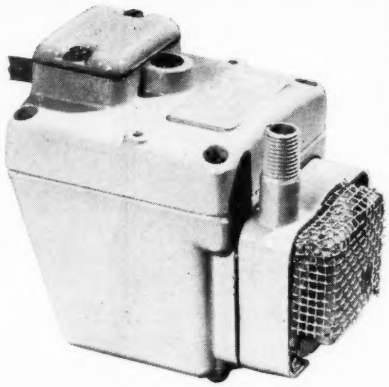

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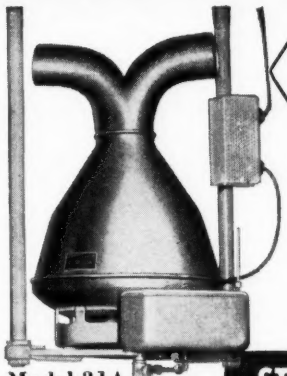
a "Price for Profit" seminar, with a panel composed of Robert Tuinstra, Fruit Basket Gardens, Grand Rapids; Robert Richter, Richter's Gardens, Lansing, and William Mahalich. Joe Poleo acted as moderator.

Panel members agreed that materials that have a rapid turnover could be sold at a lower markup, while slower-moving items should be kept at the regular increase or be marked up higher. Other factors also enter into figuring retail prices, it was pointed out. These include inventory, special sales events, overhead and general business conditions, as well as competition. The panel suggested that the slower-moving items be tied to related merchandise to increase their sales volume.

Operating costs were discussed by the panel, and ideas varied considerably. Markup ranged from 8 to 47 per cent of the retail cost. The members agreed that too little emphasis was being placed on the keeping and the study of adequate records.

A wide divergence in the philosophy of selling price and methods of operation was reflected by the panel members. They concluded that each must decide for himself whether he wants a quality business or a price operation. Only when this decision is made will markup and other business procedures be reasonably defined.



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There is considerable need, it was stated from the audience, for some basic guides for both experienced and budding garden store operators. Trade journals were listed as one good source of information, but all agreed that some research should be done on this subject.

An interesting discussion followed the critique of a typical 1-page advertisement. Smaller operators felt that institutional advertising was of little benefit to them. It was pointed out that the type of business will influence the type one should use. Joe Poleo was praised for the job he did in stimulating the discussion. It was requested that the same panel be reconvened at the summer meeting.

The "President's Candlelight Banquet" was held Thursday evening, with a record turnout of conventioners and their wives. Dr. Arnold Snyder, University of Western Michigan, was the guest speaker. M. J. Hunziker & Sons, Niles, received the A. A. N. industrial land-

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If you are a jobber deduct 50% for case lots F.O.B. Detroit and if you buy 11 cases you earn an extra 10% and for 30 cases an extra 20% discount.

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12-oz., spray can (12 per case)	$1.95
1/2-pt. brush can (48 per case)	.60
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scaping award for their work for the Whirlpool Corp. at St. Joseph.

Entertainment was provided by the Blodgett Hospital Nurses' Choir and by Rus Harrison, who amazed the audience with his sound effects demonstration.

A ladies' program was conducted during the conference, under the direction of Mrs. Doris Tuinstra, Fruit Basket Gardens, Grand Rapids. In addition to regular convention activities, the ladies toured the Grand Rapids furniture galleries and attended a luncheon and reading entitled "The Third Best Sport."

M. A. L. A. ELECTS

Kenneth Runciman, Ann Arbor, Mich., was elected president of the Michigan Association of Landscape Architects for 1961 at a meeting held January 26 at the Pantlind hotel, Grand Rapids, Mich. Mr. Runciman succeeds Lawrence E. Smith, Birmingham, who retired from the post.

To fill out the slate, Hrand Hampkian, Detroit, was installed as vice-president; Ken Wanty, landscape architect with the University of Michigan, was selected as treasurer, and Versile Fralign, Ann Arbor, was installed as secretary.

Lester Begick, the Begick Nursery, Bay City, newly elected state representative, attended the meeting to discuss the organization's new bill that would require state registration of landscape architects in Michigan.

VIRGINIA CONVENTION

[Continued from page 15]

a bright future, considering the interest in home gardening and the rapid increase in population. The big problem, he emphasized, is to obtain skilled workers and managerial talent. More publicity is needed to let people know that ornamental horticulture is a big business. It is essential, he added, that more recognition be obtained for the industry in state universities.

Plant Pests To Be Watched

The soybean cyst nematode was found in North Carolina in 1954 to 1956, stated the next speaker, C. R. Willey, state entomologist, Richmond, in his talk entitled "The Soybean Cyst Nematode and the White-Fringed Beetle in Virginia and Other Dangerous Pests of Which We Should Be Aware." The soybean cyst nematode found its way into Virginia in 1958. Over 208 farms, including 12,000 acres, have been put under quarantine, al-

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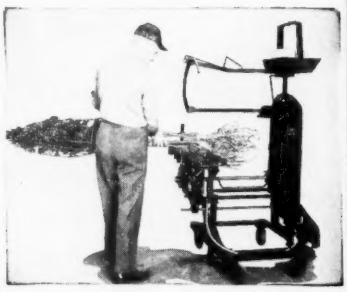

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A light, speedy bench model using cotton twine for bundles up to 4½ ins. in diameter.

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The Pioneer In Foliar Feeding

RED GIANT TIMBER

though no nurseries have been involved as yet. Mr. Willey advised nurserymen to avoid growing soybeans.

The white-fringed beetle, first found in Alabama in 1936, did not find its way into Virginia until last fall. Since then, 250 acres were treated, and constant vigilance has to be maintained, so that a quarantine will not be necessary.

The gypsy moth is found in the northeastern section of the United States, and it is essential to keep watch for this pest in order to keep it out of the Virginia forests. So far, the imported fire ant has not spread to Virginia. While it can be controlled with dieldrin, it is necessary to keep the insect out of the state, or it would prove costly to control and might result in a quarantine.

Mr. Willey related that there are 72 insect pests found in other countries that have not as yet entered the United States. Many of these if imported could affect nurseries. With the increase in travel in automobiles and airplanes, it is most important to keep a constant watch for these pests at all ports of entry.

A. A. N. Story

Presenting the A. A. N. story was Vincent K. Bailey, J. V. Bailey Nurseries, St. Paul, Minn., president of the American Association of Nurserymen. He emphasized that the A. A. N. needs the support of the members of the nursery industry in order to do things for the industry members which they cannot do for themselves.

Examples of this, he stated, are the recent nematode, regulatory and legislative conferences in addition to the yearly management conferences. He believes that all segments of the industry can look forward to a bright future, with personal savings at an all-time high and the economic conditions of the nation in a relatively good state.

Augmenting the remarks of Mr. Bailey was A. S. "Ollie" Gresham, Jr., Gresham's Nursery, Richmond, A. A. N. treasurer and director of region 2. He related that the A. A. N. has been increasing its activities in the field of marketing in recent years. He called attention to the Planting News, copies of which are released to 5,700 newspapers, radio and television outlets, and the films put out by the A. A. N., which have been shown to over 5,000,000 persons. Mr. Gresham added that industrial landscaping and urban redevelopment are also being promoted.

Frederic Heutte, superintendent of parks, Norfolk, stated that $120,000 has already been spent and another $100,000 has been obtained from the city council of Norfolk for the establishment of botanical gardens in the city. So far the monies have been spent on construction. He men-

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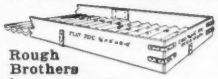

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We have the largest selection of horticultural subjects on plastic labels anywhere. Available in two types: (1) Over 800 varieties illustrated in full color; (2) over 600 fully descriptive labels with large, readable type.

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tioned a mile-long canal that has been built, the banks of which will be planted. In the future experimental work will be done with plants and new ones will be introduced.

"Office Efficiency by the Inch" was the topic of the next speaker, S. D. Bingman, Jr., Booker-Bingman Associates, Washington, D. C. Talking on business forms, he stated that each form should have a real purpose. He asked, "Can the original or any copies of it be eliminated or combined with another form or replaced by a copy of another form?" Each step on the form should be necessary; otherwise it should be eliminated or combined with another step.

The procedure should be studied, to determine how the movement of forms from one point to another can be reduced. Also, he suggested, it is wise to keep the form in active use, not in file baskets. Mr. Bingman stated that the nurseryman can design his own form. He passed out samples of cash sale and sale on account forms.

People have only so much energy to expend, and productive energy should not be wasted in muscular strain, mental strain or muscular movement. Items which a worker uses most often during the day should be within easy reach on desk, counter or shelf—not more than 25 inches away.

At the well-attended luncheon held by the Virginia chapter of the A. A. N. (chapter 17) James Campbell, Campbell's Native Nursery, Franklin, was elected chapter president. Chosen secretary was A. J. Shoosmith, Southside Nurseries, Inc., Richmond, the retiring president. Arthur Lancaster was re-elected delegate to the national convention to serve with holdover delegate Ray Quillen.

Starting off the afternoon program was a talk on "Production Efficiency" delivered by Hubert Nicholson, Commercial Nursery Co., Dechard, Tenn. First of all, a retail nurseryman would be well advised to buy his stock unless he is certain he can produce it more economically. For if the retailer is not bothered with having to produce stock, he can devote more of his time to selling.

Mr. Nicholson stressed that growers must continually strive for efficiency in their operation to maintain their position. Profits, he added, are a good yardstick for efficiency. Growing nursery stock will always require much labor, the speaker asserted. Good supervision, laborsaving machinery and the production of fewer culls will all help to lower

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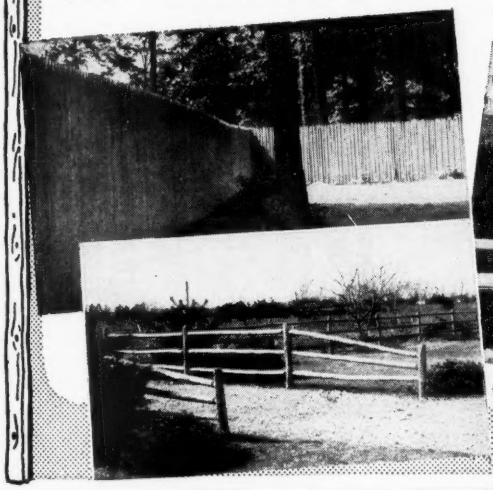

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the unit cost of production. To help improve production efficiency, more use should be made of the information and aid available from universities and experiment stations.

Mr. Nicholson emphasized that record keeping is essential and that most nurseries do not have adequate records. Plants cannot be priced properly unless the cost of production is known.

"Efficiency Through New Developements and New Techniques in Weed Control" was the topic of the talk delivered by Dr. W. E. Chappell, plant pathologist, Virginia Polytechnic Institute, Blacksburg. He stated that soil type, temperature and weed species all affect the results in weed control. Chemicals that work well on some plants have no effect on others.

Dr. Campbell advocated killing the weed seeds in soil to be used for seeding or lining out. Vapam gives effective control of weed seeds for six to eight weeks. One hundred square feet of soil is treated with one pint of the liquid, then drenched with six gallons of water and covered with a tarpaulin or plastic for 48 hours.

Methyl bromide, a gas, can be used at the rate of one pound per 100 square feet, applied under an airtight cover, which is left in place for 48 hours. This treatment also gives control for six to eight weeks. Mylone, a powder applied to the soil surface at the rate of one and one-half pounds per 100 square feet and drenched with six gallons of water, gives similar control.

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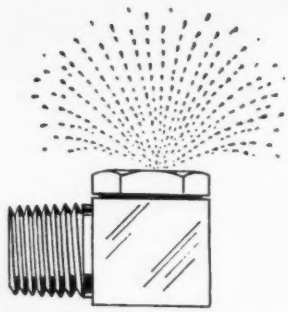
For use with established liners, he suggested Amizine, neburon or granular Simazine. He suggested a fall application of these chemicals and stressed that the material must be kept off the plants. For well-established field stock he suggested a directed spray of Amizine.

To control Bermuda grass, Dr. Chappell advocated a directed spray of dalapon, applied with care to avoid wetting other plants. He suggested spraying in June and again before frost. For quack grass, he suggested a first treatment a little earlier and a second application somewhat later than those for Bermuda grass. Amizine can be used in a directed spray, again keeping the mixture off all nursery stock.

A weed that is becoming a serious problem is artemisia. This can be controlled with a directed spray of Amizine. The spray can be repeated when new growth occurs. One should start spraying in early spring and keep the material off all nursery stock. For control of crab grass in lawns, Dr. Chappell recommended a pre-emergence treatment before April 1. Effective chemicals for this purpose are dacthal, popularly



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called Rid, a product of the Swift Co.; Zytron, or Dow crab grass killer.

Dr. Chappell recommended 2, 4, 5-T for killing chickweed. For the control of nut grass, he recommended a spray or granular formulation of Eptam. It should be worked into the soil one or two inches deep after application for best results.

Showing colored slides of various work done in nurseries, Dr. Chappell stated that a nurseryman can realize a considerable saving if he can keep weeds small until he can proceed with his various cultivation practices. He again stressed that one must be extremely careful in applying the herbicides mentioned, especially with evergreens, and advised that there is probably a greater margin of safety in fall treatments. He advocated that nurserymen try the various chemicals on experital plots, using them with caution until they can resolve any difficulties that may arise. He also cautioned that what might be effective one year might not do so well the next year.

Highway Landscaping

Talking on "Policies and Prospects for Planting Contracts on the New Federal Highway in Virginia," was Raymond L. Nicar, landscape engineer, Virginia department of highways, Richmond.

He stated that it is not necessary for a nurseryman to have previous experience in highway planting to qualify as a contractor for highway planting in Virginia. Inquiry is made about the financial status of the individual nurseryman and about his competence. Then his name is placed in a bidders' list and he is furnished with a specification list. If the nurseryman sees a certain job advertised as being open for bids, he can purchase a plan for the job for $2.50.

There are certain special provisions in the specifications. First the stock must be nursery grown and must conform to A. A. N. standards. Native collected material or container stock cannot be used unless special permission is obtained from the landscape engineer.

Contractor's Responsibilities

The contractor is responsible for repairing any turf area which is damaged and restoring the site to its condition before planting. The contractor is responsible during the period of establishment (one year). Mr. Nicar stated that if any spraying of plant material is needed, the contractor is also responsible for this.

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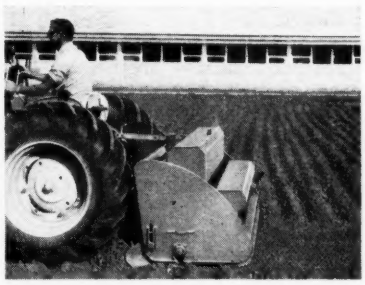

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highways, and the job is awarded to the lowest bidder. If the contractor does not meet the specified completion date, there is a penalty of $15 per day. The highway department is thinking about letting smaller contracts, as the planting of nursery stock is a seasonal business and the smaller contracts may be more easily completed on time.

Two projects will be advertised this spring and five additional ones in the fall. Unfortunately, he said, planting of Virginia highways has progressed slowly, priority being given to road and bridge building; since the state is on a pay-as-you-go basis, funds are limited. However, he believes that the planting of the highways will follow.

The highway department estimates the cost of the various planting jobs in order to allocate funds for it. So far, in every case, the estimate of the highway department has exceeded the lowest bid. The department is starting on a small scale this year, but hopes to multiply the current year's work by four during 1962.

The nurserymen raised a question about taking the maintenance clause out of the landscaping contract, but Mr. Nicar pointed out that this is not possible without sacrificing the federal funds available for the planting. He also mentioned that all landscaping contracts were let direct and not through the general contractor.

As previously mentioned, features of the past president' banquet held Monday evening, January 23, was the presentation of the "Nurseryman of the Year" award to Fred Williams and the presentation of an A. A. N. industrial landscaping award to Wendall Winn.

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Starting off the final session Tuesday morning, January 24, was a talk entitled "Our Underground Enemies — the Nematodes." Dr. R. H. Gruenhagen, plant pathologist, Virginia Polytechnic Institute, Blacksburg, stated that the No. 1 problem in producing ornamental plants is the nematode, a tiny rapidly reproducing eelworm of which there are 20,000 different kinds.

Although many nematodes attack only one specific crop, the root-knot nematode attacks many different kinds of plants. This nematode inserts a needlelike horn into the roots of the plant, destroying the plant cells through the injection of enzymes. Nematodes, at best, reduce the quality of plants, and a severe infectation kills the plants.

Dr. Gruenhagen stated that nematodes take one tenth of the grower's production. In New Jersey, 190 ornamental plants taken from 33 nurseries were found to carry 21 different kinds of parasitic nematodes. In Virginia, 182 samples of boxwood carried 13 different kinds of parasitic nematodes, and 27 rose plants yielded five different kinds of parasitic nematodes.

Work, he said, is now in progress to find out how many nematodes a

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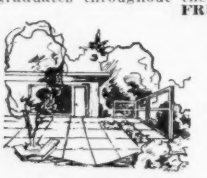

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plant can stand before being damaged. He added that it is difficult to recognize symptoms of nematode damage. Soil sampling can be misleading, for a soil sample taken from the root zone of a damaged plant will reveal no nematodes if the eelworms have already migrated. In most cases, he stated, it pays to fumigate the soil to control nematodes. The cost is anywhere from $30 to $70 per acre, but this amounts to cheap insurance.

Dr. Gruenhagen made four specific suggestions. First, sterilize all cuttings and progagating media. If steam is not available, methyl bromide can be used. (2) Sterilize or fumigate transplant beds with methyl bromide or Vapam. (3) Fumigate a small plant in a nursery and observe results, taking notes on what you did. (4) Treat plants as you put them into the ground on a landscape job. You might be certain that the plant is free of nematodes when it leaves your nursery, but the soil into which a plant is placed on the landscape site might be infected with nematodes and the plant might soon suffer nematode injury. Treatment with a drench takes about 10 minutes and costs only about two cents per plant.

Following Dr. Gruenhagen on the program was Gus Kirchoff, a representative of the Shell Chemical Co., Raleigh, N. C. He stated that it is necessary to have proper equipment for the application of soil fumigants. He showed some slides picturing application equipment and presented an actual injection gun. This gun inserts the fumigant to a depth of six to eight inches in the soil, making injections 12 inches apart. It is effective for spot treatment or for treating plants around a home. Equipment using the gravity-flow principle of application is most economical. It is available with single, double or up to six outlets.

Garden Center Advice

Heard with interest was the final speaker on the program, D. Murray Franklin, publisher and editor, Home and Garden Supply Merchandiser, Towson, Md., whose topic was "Garden Center Musts for the 1960's." A summary of this talk will appear in a later issue.

The rest of the morning was taken up with committee reports. Reporting as chairman of the legislative committee, A. J. Shoosmith stated that much confusion had arisen from the passing of blue laws by the state legislature. A question about the constitutionality of the laws is now being taken up in the courts. It is legal to sell nursery

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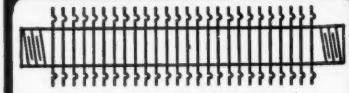

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Mr. Shoosmith reported that efforts to obtain additional staff members at Virginia Palytechnic Institute or additional nursery inspectors were not successful. He believes the association was not well enough prepared and started its activities at too late a date. Future work on this will have to start with the presentation of a more plausible program.

"Plant Virginia" Activities

Reporting as chairman of the news-letter committee, Prof. A. S. Beecher, Virginia Polytechnic Institute, stated that 12 issues were sent out the past year. Also reporting as chairman of the "Plant Virginia" committee, Professor Beecher stated that at a meeting of the committee during the convention, the same committee members and chairman were re-elected.

He stated that the committee is planning to institute "Plant Virginia" awards. In the past year the committee helped with the 4-H beautification projects, supplying funds for prizes and awards. A report of the membership committee, given by its chairman, A. J. Lancaster, Jr., showed 126 members as of January 1, 1961, with six applications pending.

A motion was then passed by the association to continue work in trying to set up some kind of a credit-rating system or a method by which the various wholesalers in Virginia could be warned about poor credit risks.

It was pointed out that fly-by-night operators frequently pay cash for the first truckload of stock and then, when they come back for the next truckload, they say that they will send a check later. A check is never received and the individual skips town.

Reporting as chairman of the education and promotion committee, S. D. Tankard, Jr., Tankard Nurseries, Inc., Exmore, recommended that a resolution be adopted by the membership stressing the need for additional faculty members at V. P. I.—one to teach landscape design and related subjects, two to work on chemical weed control and one to assist the plant pathologist. The resolution also recommended two additional entomologists to work with the state entomologist in the department of agriculture.

Final action of the convention was a luncheon at which the various officers, as previously reported, were installed.

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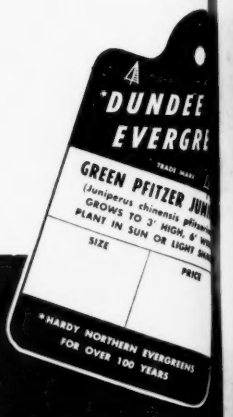

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